Board of Trade Journal

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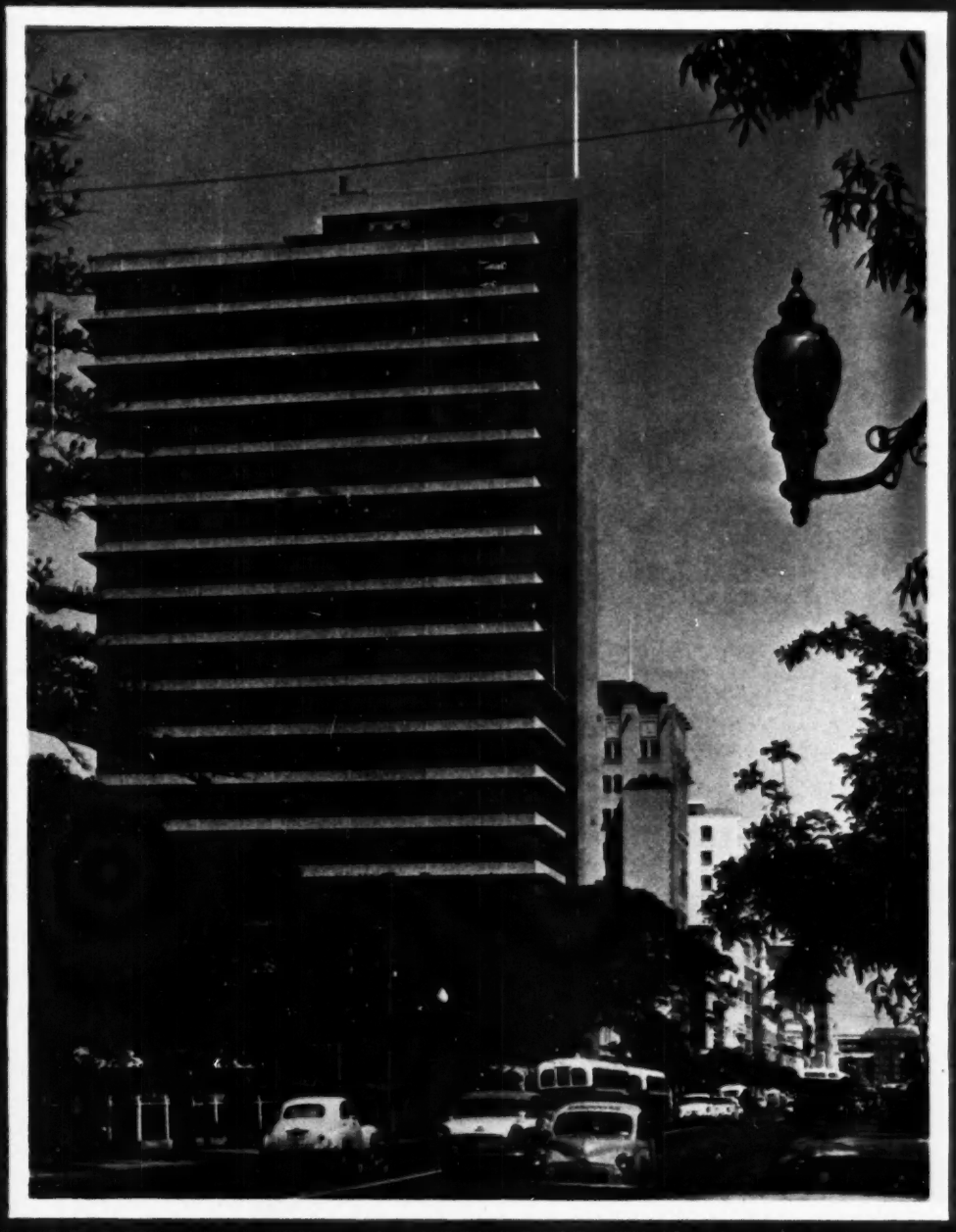

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Great Resources are Awaiting Development in Western Australia

By the Honourable David Brand, M.L.A.,
Premier of Western Australia

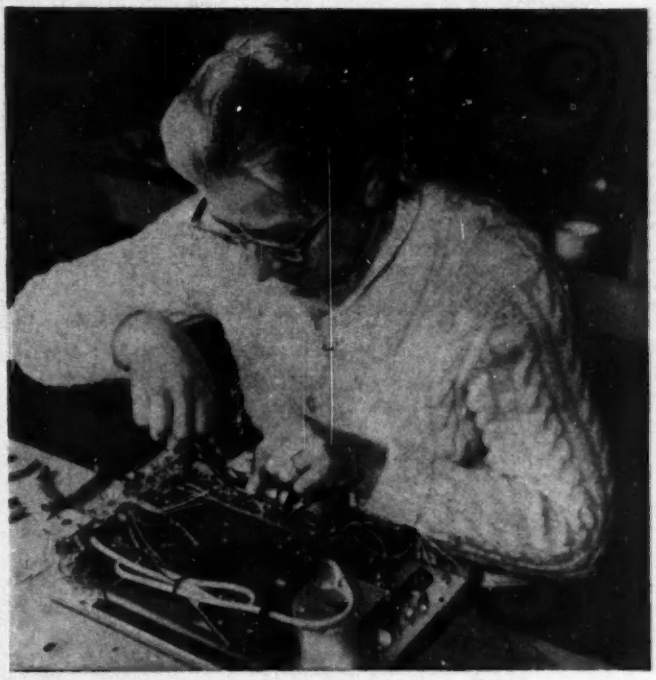
ON THIS, my first visit to the United Kingdom, I can do no better than to reaffirm the strong historic ties between Western Australia and Great Britain – and our sincere desire that these should continue. Despite more than 130 years of development, and very rapid post-war expansion, huge resources are still waiting . . . for men who will sink their capital into our future . . . for migrants who will invest their lives – alongside West Australians – in pushing back some of the last great frontiers of the Free World.

There are risks and there are problems – but there are great rewards. We need help; we need partners; we need capital and manpower beyond our resources; and we would like nothing better than a continuation of British investment and migration so that our vigorous development may continue at an increasing rate. I am confident that we can offer the incentives. In a State that covers nearly one million square miles – and possesses resources that many great nations may envy – there is ample room to grow.

Strategic location

Although it is an intangible, and not usually recognised under the heading of resources, the special advantages of the West Australian trade location constitute a major asset. Western Australia is the strategic Indian Ocean location for export-minded industry. It is 2,000 miles closer than Australia's main industrial centres to markets that matter in Asia and Africa. Australia backs the export drive to these areas with the Export Development Council, the Trade Commissioner Service, the Export Payments Insurance Corporation, and valuable tax incentives. The West Australian Government Department of Industrial Development has a special section for Asian markets.

Western Australia is also ideally poised between Indian Ocean outlets and other sections of Australia's £A5,000 million market. Furthermore, the growing local market offers manufacturing opportunities that can cover overhead costs and pave the way for competitive export pricing.



An operator assembling a transistor analyser, one of a batch for Australia, at the Westminster works of Avo Ltd., London. The firm is presently exporting more than 40 per cent. of its production.

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Front Cover Photograph

St. George's Terrace, Perth, the hub of Western Australia's commercial life. Industrial manufacturing establishments in the State number nearly 4,500 employing some 50,666 persons. Forests in the State contain some of the finest hardwoods in the world. The total quantity of timber sawn and hewn during 1960-61 was 210,316,364 super feet. Other industries include agriculture, pastoral and trapping, poultry farming, fishing and mining.

Development in Western Australia (*Continued*)

Annual imports into Western Australia total nearly £A180 million. There is room here for greatly increased local production and, on a number of items, there is a local market of more than £A1 million a year waiting to be won. Overseas and Australian industries attracted to the West have found – (a) establishment costs are low, (b) essential services are adequate, (c) labour is skilled, adaptable and co-operative, and (d) expansion is assured. Rapid post-war economic growth continues, virtually unchecked. Since 1945, factory investment has increased seven-fold, and total value of production eight-fold. Total trade is about £A380 million a year.

The State Government is pledged to a policy of industrial expansion by private enterprise. No industry is too small, nor is any too big. Every proposition is examined on its merits. Assistance could include: (a) land in suitable areas under favourable conditions; (b) premises to suit individual industries; (c) finance for establishment, including long-term loans or debentures; (d) housing for key personnel; (e) services to boundary of site and other requirements (like harbour facilities) where applicable. In addition, Government preference to local products has alone been sufficient to attract a number of industries. Western Australia's work force has the best industrial record in Australia. Days lost in disputes are about one-seventh of the National average.

Faster development

Western Australia is maintaining a faster rate of expansion than Australia as a whole. In addition to normal expansion, Australian and overseas investors have recently made decisions involving the outlay of over £A200 million in public and private funds. It will take at least a decade to carry out the projects represented by this sum of money, but it is fully expected that the growing snowball of investment decisions will gather size and momentum as it rolls on into the future. Here is some background on recent developments.

Minerals vigorously prospected

Western Australia has acted vigorously to develop its mineral wealth by encouraging the discovery of great new deposits.

Between mid-1961 and mid-1962, this policy led to an intensive search by well-equipped Australian and overseas mining teams and the discovery of iron ore deposits estimated at 8,000 tons – or about 20 times. Australia's previously known reserves. Deposits under investigation range from an area near Wyndham, nearly 1,400 miles north-east of Perth, to the Scott River, near Augusta, 200 miles south of Perth. But the major finds are in the Pilbara region of the North West – an area south and east of Port Hedland.

Under an agreement for the mining and export of rich ore from Mount Goldsworthy deposits east of Port Hedland, three joint tenderers will invest £A12 million to build a deep water port, a 125-mile standard-gauge railway, two towns, and an extraction plant. In the Pilbara region, south of Port Hedland, the giant British company, Rio Tinto, has joined with Consolidated Zinc and the Kaiser Steel Corporation. They are spending half a million pounds on investigations that are expected to lead to substantial capital investment.

Other minerals under intensive investigation and development include bauxite, ilmenite, manganese, copper, tin – and blue asbestos from the world's biggest deposits. In addition, the State continues to produce nearly 80 per cent. of Australia's gold – about £A13 million worth each year, or more than the total value of all other minerals produced in Western Australia.

In the future, however, the value of industrial mineral production is expected to exceed that of gold. And whereas the total value of all minerals produced in the fifties reached about £A200 million, this figure should be at least doubled in the sixties.

Industry drives ahead

Closely linked with the development of minerals has been a successful drive for new industry to create jobs, build up population, and balance the economy. In fact, the new interest in minerals is giving the State its biggest push forward since the gold rush days of the nineties. Here are some examples:

(1) £A86 million will be invested in an integrated iron and steel industry and the biggest Free World railway project for a quarter-century – as the result of a State Government

(*Continued on page* 1121)

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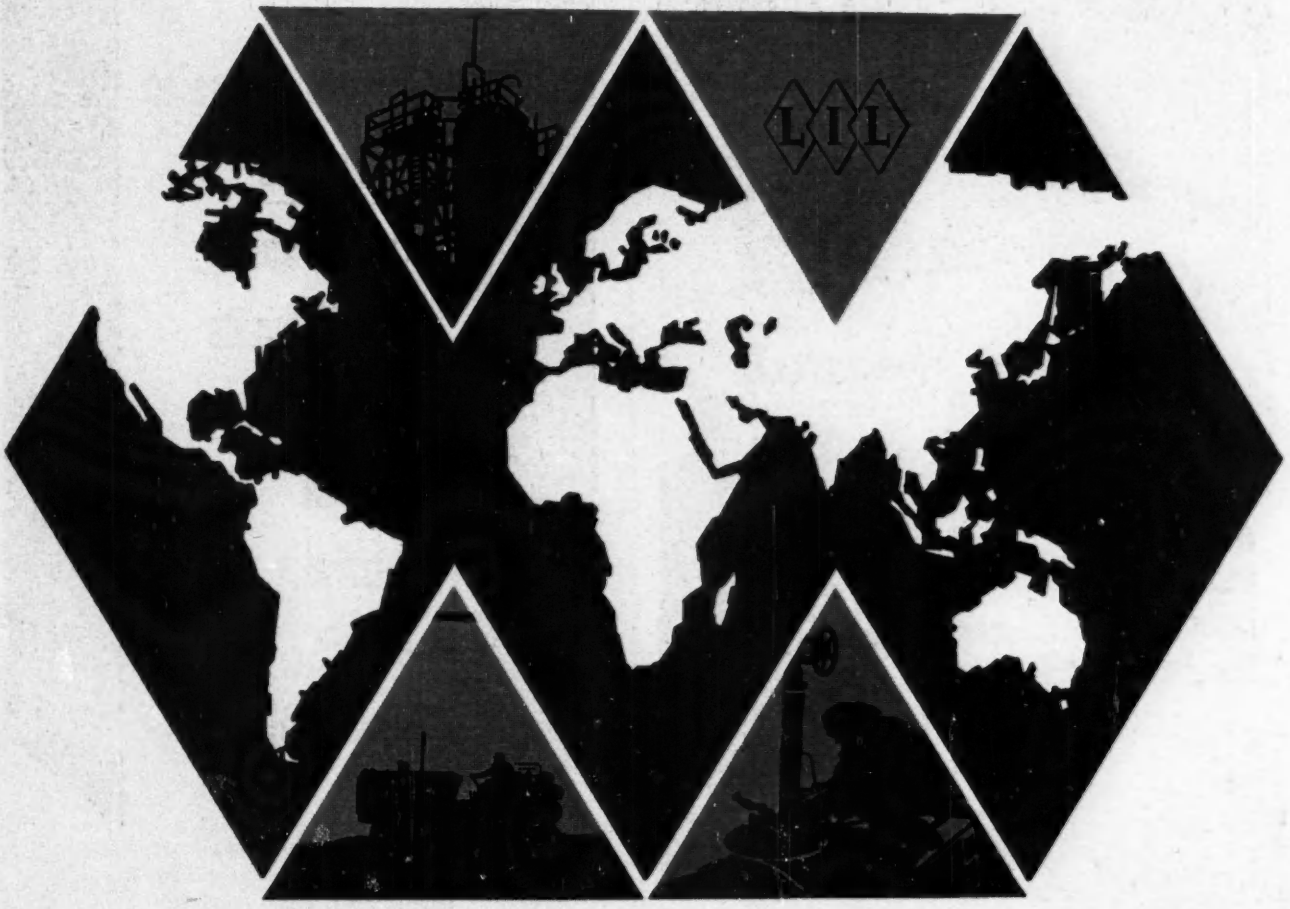

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Development in Western Australia (*Continued*)

Industrial Development

The rapidly developing Kwinana industrial complex 12 miles south of Fremantle.

decision to permit development of rich and extensive iron ore deposits at Koolyanobbing, near Southern Cross, on the edge of the Kalgoorlie goldfields. The £A40 million steel industry will be built at Kwinana, south of Perth. But the existing Kalgorlie-Perth railway is of 3ft. 6in. gauge and inadequate for hauling iron ore from Koolyanobbing in the quantities desired for economy. So, the decision was made to replace it with a 4ft. 8½in. standard-gauge – a total of 500 miles of railway – at a cost of £A41 million. A further £A5 million will be spent on the Koolyanobbing deposits. The new railway will become a continuation of the standard-gauge trans-Australia line from Port Pirie (near Adelaide) to Kalgoorlie – thereby ending the need to change trains due to break of gauge. The project is due for completion by the end of 1967, by which time it is expected that the first stage of the steel industry – a blast furnace – will be ready to receive up to 1 million tons of ore annually.

(2) £A10 million is being spent on the erection of an alumina refinery at Kwinana – to process bauxite discovered in the Darling Ranges, near Perth.

(3) £A4 million is being invested in a titanium oxide treatment plant at Bunbury, 115 miles south of Perth, to process nearby beach sands containing some of the world's purest ilmenite.

In addition, an £A8 million lubricating oil refinery has been completed at Kwinana on the site where Australia's largest petroleum fuel refinery is already established (at a cost of £A40 million). An agreement has been signed for the erection of a £A4 million paper mill near Perth, and the State is planning for the ultimate establishment of a pulp mill (to feed the paper mill), drawing its requirements from forest materials not used by the timber mills. Many smaller enterprises have made investment decisions and some have implemented them. These are warmly welcomed for the diversity they bring to the West Australian range of manufacturing plants.

One million acres of land a year being released

Out in the country areas of the South Western region of the State, agricultural land is being developed faster than in any other part of Australia. Approximately 12 million acres of virgin country has been developed for farm production. Much of this land is sand-plain – formerly of such low inherent fertility as to be considered useless. Research unlocked this land with mineral trace elements (the 'vitamins' of the soil), with better farming techniques, and with better seeds. Virgin land is now being released at the rate of 1 million acres a year.

Many rural production figures have doubled and trebled in the post-war years. In areas like the Esperance Plains, 450 miles south-east of Perth, there has been a tenfold expansion in the past decade. Where there were 50 farms, there are now over 500. Developments like these have attracted a large inflow of capital – mainly from the Eastern States of Australia, but also from the United States. An American company is undertaking the pioneering development (for resale) of nearly 1,500,000 acres of Esperance Land.

The North

In the North, the State is also preparing for a breakthrough into agriculture, closer settlement and secondary industrial development. Special efforts in this field are being confined to the Kimberley.

(*Continued at foot of next page*)

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Unending Opportunity for British Manufacturers in Australia

—Mr. John McEwen

ADDRESSING THE AUSTRALIAN Association of British Manufacturers in London on May 9, Mr. John McEwen, Deputy Prime Minister of Australia and Minister of Trade, suggested there was an unending opportunity for British manufacturers in Australia which would be enhanced and not diminished by the country's increasing industrialization.

Mr. McEwen said that Australia needed to expand her population and that work must be found for the increasing numbers in factories rather than farms. Outlining Australia's tariff system as essential to safeguard her growing industries, which were not, however, 'recklessly protected,' the Minister said: 'We are going to maintain the policy of industrialization and the outcome of it is to build our population, because we have a big migration programme. We built our population since about the end of the war from 8 million to 11 million, and increased our imports from all sources from £A538 million in 1949 to £A970 million which is the present order.

'This is the dimension of the Autralian market, just on a £A1,000 million market and on top of that, of course, this great flow of traffic is providing opportunities for those who engage in shipping, banking, insurance and so on. The shipping freights and insurance to Australia are of the order of £A150 million each year. We don't know what the shipping freights and insurance are away from Australia.

'Now it is a big market and of all the imports – and this is the country from which more imports come than any other country – that come from Britain to Australia, 70 per cent. enter the country duty free. And in the whole world there are only 11 countries which are bigger markets than Australia. For this country the United States has just edged us out as your biggest customer. And of all that you export to us, 85 per cent. enjoys a preference.'

Referring to problems encountered by manufacturers in selling to Australia, he said: 'You will find that where, from time to time, as we establish an industry, there is no longer the same market for a particular item, there is, nevertheless, at the same time emerging a bigger market for bigger items. The main message I want to leave with the AABM is this: That the Australian market is one of your best markets, practically the best market in the world.'

'It is a market where 70 per cent. of your stuff gets in duty free; 85 per cent. of all you send enjoys a preference, but under our policies it will change. It is up to the manufacturer here to watch

(*Continued on facing page*)

Development in Western Australia (*Continued*)

which has a reliable growing season. Four main steps are being taken at the present time to tap the vast potential of this region whose water resources are equal to those of the main Eastern States Drainage System:

(1) A diversion dam is being built on the turbulent Ord River to irrigate up to 30,000 acres of blacksoil plains. This is a stepping stone to the next phase – a giant dam holding 3½ million acre-feet of water (7 times as much as Sydney Harbour) to irrigate 200,000 acres. Both dams feature huge radial gates which swing up to let the summer wet season flow of the river race through unimpeded. Like two other Kimberley rivers – the Fitzroy and the Margaret – the Ord flows at more than 1 million cubic feet a second in summer flood. Crops grown on the Ord will include cotton, safflower (yielding oil and a protein stock food) and rice.

(2) A commercial rice venture is prospering on the Fitzroy River, at Camballin, 100 miles east of Derby.

(3) A £A7 million 'beef roads' programme is under way – jointly financed by State and Commonwealth. This involves building and upgrading of hundreds of miles of road through rugged terrain to enable road trains to enter almost inaccessible regions. Road trains deliver stock to killing centres in a day – compared with up to a month of droving. This means cattle can be turned off at about half the age – say, at three years old instead of six or seven – because they do not have to stand a rough journey. The effect will be to double beef production.

(4) The Kimberley has only one deep-water port – Wyndham, in the East – and intensive investigations are now under way to select a suitable one in the West to enable bigger ships to call. This will link the West Kimberley directly with world markets.

Preliminary investigations also indicate another untapped Kimberley resource – the power of the tides which rise and fall as much as 30ft. Experts have estimated that the tides could be used to generate between 30,000 and 40,000 million kilowatt hours per annum very cheaply – so cheaply, in fact, that it may attract big industries for which power is a major raw material.

State Investment

To give full backing to private expansion, the State has engaged in a wide range of expenditures to ensure adequate development of vital services. Metropolitan water storage has recently been trebled. Power generating capacity (currently 100 million kilowatt hours p.a.) has been doubling every decade and is kept ahead of demand.

The 90,000-mile road network has been developed to a high standard (constantly rising) to speed communications and the flow of goods. Harbours have been improved at every port. There has been substantial investment in railways, schools, hospitals and other public needs. Over £A250 million has been spent in public works since the war. Half of this has been spent in the past 5 years.

Close attention has been given to town planning to ensure orderly development in the future. Major projects under consideration for Perth include a proposal to sink the railway underground through the city, and a plan to build a high-speed ring road to circle the centre of the city (incorporating a multi-level traffic switch system).

Looking ahead

The Australian Associated Chamber of Manufactures recently cited Western Australia and Victoria as having the fastest growth rate of the Australian States. All economic indicators show a strong rising trend. Retail sales (including motor vehicles) currently average almost £A1,000 a year for each of the 280,000 men, women and young people in the work force. There are three vehicles for every ten people. Both personal savings and hire-purchase levels are rising. The value of total trade has risen by over 70 per cent. in the past decade. Western Australia now contributes one-sixth of Australia's exports – or more than double the National average.

Current levels of private and public investment are expected to raise economic activity 25 per cent. by 1965. In recent years, investment from outside the State has been at the rate of more than £A1 million a week. In the decade ahead it is expected that there will be capital expenditure totalling at least £A1,500 million on public works, secondary industry, farm development, commercial expansion, mining enterprises, housing, roads and many other requirements.

Population, which has risen over 50 per cent. since the War, should rise by a further 30 per cent. to reach its first million soon after 1970. I sincerely hope that the attractions and problems of the Common Market will not seriously divert future British interest in the common purpose and mutual advantages to be gained in working together with us in the development of Australia's Western Third.

LETTERS TO THE EDITOR

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Mr. John McEwen's speech (*Continued*)

the character of the trends. It is not melting away as a market, it is growing all the time, but it's changing as a market and this is a problem for commerce not a problem for government. Quite frankly, if our governmental policies have the end result that we're presenting to you, a constantly increasing bigger market but a changing one, then it's the job of the merchant or manufacturer at this end to perceive the trends, perceive the changes and do his business accordingly. True, you get a rough occasion now and again when we have a desperate shortage of foreign exchange and are driven to introduce import licensing, as we did first in 1952, or to dislocate business as we did in 1960, with severe credit restrictions.

'We encounter this, though not in so sharp a form, when you change your bank rate. That has a bearing on our trade, and a bearing on the values of commodities. But I don't want to turn backwards. I want to say that we have these problems which become quite sharp problems to you and I recognize that. But these are only problems that have arisen when we have a sharp and serious deterioration in our trading opportunities – our opportunity to earn exchange.'

Mr. McEwen said that overlying the modern Australian economic scene was the problem of their deteriorating terms of trade. About 90 per cent. of all of Australia's foreign exchange earnings come from the sale of bulk commodities. Australian terms of trade have deteriorated from an index figure of 100 ten years ago to an index figure of 68 today. In short, they had today to sell in quantity about half as much again to buy the same goods as they bought ten years ago.

There was no other country which was under a bigger disability than that. It arose not from inefficiencies, because they had stepped up their volume of production by 50 per cent. without adding a man to the work force, but prices had gone down.

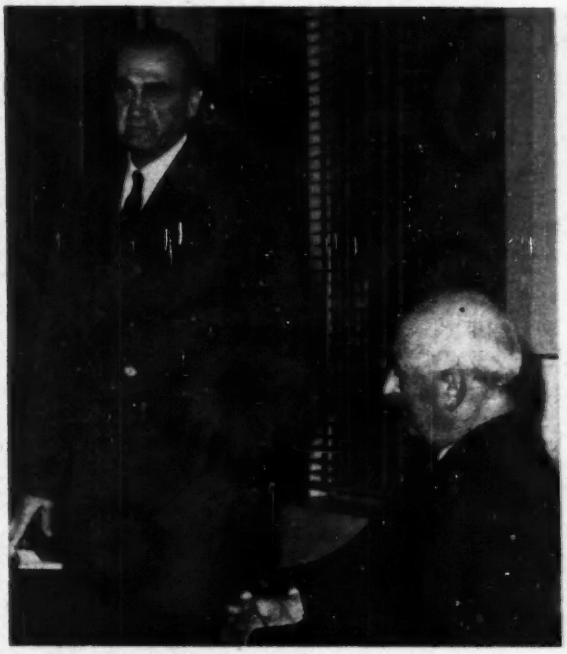
'It is that state of affairs that has led me to say that the General Agreements on Tariff and Trade, this great apparatus that I go to next week, has by and large been pretty satisfactory for the industrial countries but has failed lamentably from the point of view of the countries which earn their way internationally by selling the bulk primary commodities,' Mr. McEwen declared. The average Australian farmer produced enough food to feed 46 people a year, compared with the average American farmer's production of enough to feed 23 people, which was pretty close to the position in this country.

'There is no problem of inadequate efficiency – the only things that have enabled us to survive are the constantly increasing productivity of the Australian farmer and the growth of capital flow into Australia,' he continued. 'We welcome capital inflow – it mostly comes from this country – but while I can say here that we welcome capital inflow, I don't hesitate to say immediately that I hate the idea of my country's development depending on capital inflow. That is one thing which we obviously have no control over at all, and so while we welcome capital inflow we'll battle to escape from dependence upon it.'

'It is in this respect that both the price of our products and the opportunity to sell, and the United Kingdom's application to join the Common Market troubled us. We never said the United Kingdom shouldn't join the Common Market – we did say that, having regard to the important market that Australia provided for the United Kingdom for the last 40 years, we hoped that the United Kingdom would battle to get terms that would preserve our opportunities to sell the items that are critically important to us.'

Mr. McEwen suggested that the United States proposal in GATT for a straight 50 per cent. tariff cut by all countries would not fall equally on everyone. He thought the under-developed countries would have to be excluded. Referring to the theory that countries who cut protective tariffs by 50 per cent. would get a balancing 50 per cent. from cuts made by other countries, he said 'I don't challenge it between countries that are comparative, but for my country selling raw materials and foodstuffs 70 per cent. of all that we sell enters the country of destination free of duty. And a 50 per cent. cut of nothing is still nothing!'

'Having got a respite on the things that worried us on Britain's application to join the Common Market, we now encounter the problem of the Kennedy Round and we sincerely want it to succeed. We think this is a bold and imaginative thing the Kennedy Administration proposes. I would imagine this country, as a great exporter of industrial goods, would see its own self-interest served by a linear cut in tariffs, but this does not fall equally on everyone. I have pointed out some cases where we haven't any tariffs to be cut. Others would merely cut our preferences in halves. Of course, if our preferences were cut in halves it would be quite a shattering blow to the basis on which our export industries have been geared.'



Mr. McEwen addressing the Australian Association of British Manufacturers in London. Seated is Mr. R. P. Phillips, chairman of the British Council of the AABM.

Mr. McEwen re-emphasized that countries proceeding to industrialization had always increased their imports. The quantity of imports of industrial goods into Australia had doubled over the past 20 years.

'We will battle to better our terms of trade, to get a better price, better access for the things we sell', the Minister said. 'Don't forget that Australia is a jolly good spender. We have not merely spent every penny we earn because we have this gigantic job of developing a continent. And the more confidence we have, the more we are willing to borrow money to spend. All these studies show that wherever we lay our hands on money, whether by selling a bale of wool or borrowing, most of it is spent in the factories of this country.'

Recalling that the charter of the AABM was to better the opportunities for trade both ways, he said: 'You know what you need to do to better your opportunities for trade in Australia. I am delighted to see great vigour being devoted by you these days to promotion in Australia just as we are developing great vigour in our promotion in this country. This year my Government puts up £A250,000 with its marketing boards to promote our products in this country and with that money we have attracted £A1¼ million private spending on promotion by Australian entrepreneurs selling here. I want your opportunity to sell in Australia to grow all the time. I could not leave a more profitable message with you in the long run than to say that if you contribute out of your activities to us earning more for those items that we sell to earn our exchange, then this would really represent enlightened self-interest on your part, for we spend it with you.'

(*Continued at foot of next page*)

United Kingdom Tariff on Australian and New Zealand Butter

The following are the texts of announcements made by the Board of Trade on May 10:

UNDER the United Kingdom/Australia Trade Agreement, 1957, the British Government have an obligation to accord to Australian butter a margin of preference of not less than 15s. 0d. a cwt.

In connection with the proposals under discussion by the Member States of the EFTA for an acceleration of the timetable for the reduction of tariffs within the Association, the British Government have requested the Australian Government to agree that, if acceleration is agreed to, they should be free notwithstanding the obligation in the Trade Agreement, to suspend the tariff on all butter imported into Britain for the duration of the present system of quotas on such imports.

After discussion with the Australian Government, the British Government have given them the following assurances:

First the British Government will consult with the Australian Government in the course of each year about the total quantity of butter that will be allowed to be imported into Britain during the following year.

Second the British Government will continue to allocate to Australia not less than its present proportionate share of the total permitted imports, and (except as may be agreed by the Australian Government) a minimum of not less than the quantity allowed to be imported from Australia under the existing quota.

Third the British Government do not intend to depart from their present policy of not encouraging the expansion of milk production in Britain for manufacturing purposes.

In the light of these assurances, the Australian Government have agreed to the British Government's request.

New Zealand

Under the Trade Agreement signed by the New Zealand and British Governments at Wellington on August 12, 1959, the British Government have an obligation to accord to New Zealand butter a margin of preference of not less than 15s. a cwt.

In connection with the proposals under discussion by the Member States of the European Free Trade Association for an acceleration of the time-table for the reduction of tariffs within the Association, the British Government have requested the New Zealand Government to agree that if acceleration is agreed to the British Government would be free, notwithstanding the obligation in the Trade Agreement, to suspend the tariff on all butter imported into Britain for the duration of the present system of the imposition of quotas on imports of butter. This system was imposed in order to prevent material injury to the New Zealand dairy industry as a result of dumped or subsidized imports of butter coming on to the British market.

The British Government have assured the New Zealand Government that:

First the British Government fully accept their obligations under Article 13 of the 1959 Trade Agreement, under which the British Government agree to consider taking action to prevent threatened injury due to the competition of dumped or subsidized exports from third countries. Such action could take the form of anti-dumping or countervailing duties.

Second the value to New Zealand of Article 13 has been demonstrated by the action already taken by the British Government in applying the present system of quotas to imported supplies of butter.

Third the British Government have no intention of removing the import restrictions so long as he circumstances on account of which they were imposed remain. The British Government would consult the New Zealand Government if they were proposing to change the System. Article 13 of the Trade Agreement will remain as a basis for any future discussion of this and any related issues.

Fourth the British Government will consult with the New Zealand Government each year about the total quantity of butter that will be allowed to be imported into Britain during the following year.

Fifth the British Government will continue to allocate to New Zealand not less than its present proportionate share of the total permitted imports, and (except as may be agreed by the New Zealand Government) a minimum of not less than the quantity allowed to be imported from New Zealand under the existing quotas.

Sixth the British Government do not intend to depart from their present policy, of not encouraging the expansion of milk production in Britain for manufacturing purposes.

Seventh the British Government emphasised that their request is confined to butter and does not extend to cheese.

In the light of these understandings and undertakings, the New Zealand Government have agreed to the British Government's request.

Mr. John McEwen's speech (*Continued*)

'I have talked to you about the extent to which your activities and policies are affected by our policies. The main theme is: Australia will continue to be a big market but I am sure will continue to be a changing market. You now sell us a consumer item. We start a factory. In due course you will sell us the components for that factory to manufacture the item. Or you will sell us the plant to manufacture that item. It will change, but all history shows that the overall volume of imports will grow.

'There is one thing many wise manufacturers in this country have learnt as they have made themselves acquainted with the Australian scene. That is that they can have it both ways. As Australian industrialists they can transfer a production activity to Australia, and get inside our tariff walls and at the same time have a new captive market for the products of this country by building the factory in Australia while the materials are supplied from this country.

'There is no better recipe for really having it both ways than that. And it fits in with our own desire to have capital, and to have know how, to have market outlets. So I see no competitive position between your self-interests and your needs and your broad policies and our own. You should make sure you understand the Australian scene and our policies. By doing so you can better your own position and, believe me, there is an unending opportunity for British manufacturers in Australia.'

Services for Investors in Australia

A new booklet 'Nominee Services for Investors – Australia' has been produced by The Bank of Adelaide. Copies free on application to their London headquarters at 11 Leadenhall Street, London, E.C.3.

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Five Points of Paramount Importance for Exporting

—H.R.H. the Duke of Edinburgh

FIVE POINTS of 'absolute paramount importance' for selling British goods abroad were listed by H.R.H. the Duke of Edinburgh when he spoke at the Institute of Marketing and Sales Management luncheon in London on May 9 to mark National Productivity Year.

The five points listed by the Duke were:

'First, the goods must be better designed, better made, and more suitable than any others available.

'Secondly, they have to be delivered at the time specified.

'Thirdly, overseas customers have to have an equally rational idea that what they ordered should in fact be delivered.

'Fourthly, it is really not a good idea to send something from Manchester to Sydney packed as if it were going to be delivered in a van to Birmingham the next day, and lastly, overseas customers everywhere love to be able to complain – I am quite sure there is no reason for this – and for that reason alone it is worth having an after-sales service.'

He emphasized that the key to Britain's prosperity lay in the hands of overseas customers but 'if British industry doesn't go out into the world looking for markets, studying the needs and tastes of potential customers and making better goods than its competitors this country can look forward to a drift to decay. Customers are always right – particularly if they happen to be foreign customers. Never turn down an overseas inquiry – even if it is about telephones and you produce doormats. Hold on to it, play it like a trout until you get hold of someone who *is* interested in telephones,' he added.

Mr. Harold Macmillan, the Prime Minister, said that market research was not an end but a means. It was also an instrument that must be wielded by a specialist. Selling well required certain innate qualities, but it was a fallacy to imagine that these were enough and that anyone could sell without further training. The facilities were there: it was up to industry to see that they were used.

The Prime Minister said the lessons of the National Productivity Year were certainly making an impact on productive industry. They were equally applicable in the marketing field. 'If tools exist that could do a job better, cheaper or with less effort, it is throwing money away to ignore them. The same applies to skills and particularly to marketing skill. Now about the export seller on whose achievements so much of the prosperity of these islands depends. He stands in the very front rank. There is no doubt that international competition for overseas markets is becoming keener. Performance, quality, even value for money, are not in themselves sufficient if we are to sell abroad all the goods we should. The right design or the right packing can be as important as the right price. These are the factors that the good exporter is able to assess by applying all his knowledge, experience and flair. Some managements have instituted a system of financial incentives to encourage their staffs to become fluent in foreign language. Hooray for them. It is only through a real integration of marketing and production that British industry today will be able to maintain and improve its competitive position. Given the chance, I am sure it will.'

'The great trouble is we have not enough marketing executives and their assistants, and the challenge is how do we build up our strength as quickly as possible? This is a problem in which we are all involved – government, industry, and certainly not least the Institute of Marketing and Sales Management,' said Sir William MacFadzean, chairman of the Export Council for Europe. Sir William went on to give four suggestions by which, he thought, British industry could not only strengthen its present forces but build up wisely for the future. They were: '(1) Let there be a general acceptance that no top management is complete without a full representation of marketing, for what markets need must largely guide us in what we produce (2) Let the great problem of marketing be given its rightful place on every board of management committee agenda. Would it be unfair to say that on occasions more time is spent on discussing whether we should contribute £50 or £100 to some appeal than is given as to how we could market another million pounds of our goods – preferably in a new market overseas; (3) Give marketing management and salesmen their rightful status, and frankly, if we are going to be brutally commercial, give them as high a status as you can; and (4) The taking of such steps as I have just suggested would help enormously in meeting the challenge of building up the quality and number of our marketing men. For we must attract more and more of the best men to this side of business – people with good education and proud ambition, make them feel really welcome and give them the best possible training.'

Sir William said we all accepted that we each had our part to play, if not as direct salesmen of British products most definitely as salesmen of Britain. For the two were closely related and the success of our vital export drive would ultimately depend on the combined efforts of everyone of us.

National Productivity Year—the Half-way Stage

MAY MARKS the half-way post in NPY; it is timely to take stock of the progress that has been made towards achieving its aim of focusing attention on every possible means which lie within the capacity of management and workers to raise efficiency and lower costs. It is not necessary to reiterate the urgent need for such a campaign. Reports of attendances at 80 inaugural meetings showed that a total of 14,000 people were present to hear the leaders of the nation speak on the need for higher productivity; this has set the pattern for attendances at meetings; for example, a talk on production developments in other countries, was attended by 1,500 people in Sheffield, and 600 school-leavers heard a talk on education for productivity in Loughborough.

The BPC and its host of co-operating organizations have emphasized the theme that the nation as a whole is aware of its dependence upon exports, and the need for those exports to be more competitive. This, in turn, requires our products to be of the right design, of the proper quality, selling at the right price and backed up by an efficient distribution, sales and after sales service. Vigorous support is being given to this campaign by the TUC and the trade union leaders.

What is new to many is the co-operation of all the professional bodies and many trade associations in making freely available their professional and technical expertize to assist industry in its constant search for better methods. Nationally, the professional bodies have made significant contributions to the success of the Year by devoting their annual conferences to productivity as it affects their own profession; many, working in a similar field, have collaborated for the first time to stage an important and far-reaching discussion on an appropriate subject. For example, the Institution of Mechanical Engineers and the Institution of Production Engineers staged a joint conference on 'Productivity and the Engineer.' The climax of the Year will be staged at Eastbourne, from November 26-28, entitled 'Productivity – the next Five years'. Thirty-seven bodies are co-operating to produce papers on the factors which seem most likely to affect productivity in such a future period.

One further new development which has occurred as a result of the NPY; firms – in particular large firms – are co-operating in a mutual aid effort to demonstrate and study particular techniques. Many larger firms are making the services of their specialist departments – in such techniques as work study or quality control – freely available to smaller firms unable to afford to employ such experts in the normal course.

Lord Netherthorpe, chairman of British Productivty Council, emphasized the aims of the campaign and spoke of British Electrical Development Association's 'considerable and effective' contribution to NPY when he addressed the association's luncheon in London on May 7.

President Attending Meeting of GATT Ministers

THE UNITED KINGDOM is represented by Mr. Frederick Erroll, President of the Board of Trade, at the meeting of GATT ministers in Geneva on May 16-21. Mr. Christopher Soames, Minister of Agriculture, Fisheries and Food, is also attending that part of the meeting which deals with agricultural questions.

Ministers will consider arrangements for a new round of multilateral tariff and trade negotiations through the GATT (the 'Kennedy Round').

The broad subjects to be considered are:

(a) arrangements for the reduction or elimination of tariffs and other barriers to trade;

(b) measures for access to markets for agricultural and other primary products;

(c) measures for the expansion of the trade of developing countries as a means of furthering their economic development.

Mr. Alan Green to Visit Yorkshire Firms

MR. ALAN GREEN, Minister of State, Board of Trade, was expected to visit firms in Yorkshire on May 14 and 15. This is one of a series of export promotion visits that the Minister is making to various areas.

On May 14 the Minister was due to visit firms in Mexborough and Thorncliffe (near Sheffield) who manufacture domestic equipment, industrial plant and chemicals, and on May 15 was expected to open a textile machinery factory extension at Barnsley. While in Barnsley the Minister was also due to visit a firm of glassware manufacturers and a foundry for steel and bronze castings.

The Challenge to British Industry

—*Mr. Iain Macleod*

'WE SHOULD all admit to our failures, but at the same time we should be proud of our success and heritage. But we should be in no doubt, however, that our main object – both industrially and politically – should be to make our country strong, modern, prosperous and efficient.' This was said by Mr. Iain Macleod, Chancellor of the Duchy of Lancaster and Leader of the House of Commons, when he spoke at the trade luncheon of the Gauge and Tool Makers' Association in London on May 8.

Mr. Macleod said it was necessary to keep things in perspective. While we should admit to our mistakes, we should at the same time talk more about our achievements and of our successful and enterprising industry. Industrial production and exports in Britain, he said, had leapt forward in February, and that increase had continued in March and April. Consequently there were good reasons for having more confidence in the future. If people had confidence, that confidence would communicate itself to other people, to firms, boards of directors and so on 'down the line' to the man on the shop floor. This would result in a growing prosperity.

'This is a task and a challenge which we must all face. It is a challenge that must be faced by industry, and every firm within each industry. It is a challenge to the country, to every political party, and to all those who hold office or tend to hold office. It is only those men and those firms, whose industries who meet the challenge that will succeed and deserve to succeed under the terms of the modern world.'

Management Studies in Technical Colleges

A REPORT on management studies in technical colleges was submitted to Ministers in December, 1962, by the United Kingdom Advisory Council on Education for Management. In a circular dated May 8, Sir Edward Boyle, Minister of Education, commended the report to local education authorities and technical colleges. The report drew attention to the fact that technical colleges provide a wide range of courses in management studies, including the new national Diploma introduced in 1961.

In the circular the Minister welcomed the stress which the Council placed on the contribution of the technical colleges which have been 'among the pioneers of management studies in this country'.

Factors of Sustained Industrial Expansion

ALTHOUGH ECONOMIC EXPANSION – the theme of the Chancellor of the Exchequer's budget – presented us with the happy prospect of more for all, such an aim was not quite so easy of achievement. It was not enough to want to expand the economy, although that was a start. The exposed position of our economy, which was the product of nature, history and geography, ensured that general growth could not be achieved simply by boosting home demand without regard to other very important considerations.

This was said by Mr. David Price, Parliamentary Secretary, Board of Trade, when he spoke at the annual luncheon of the British Non-Ferrous Metals Research Association in London on May 8.

The Parliamentary Secretary said that the factors upon which sustained expansion depended were numerous. The National Economic Development Council had had a lot to say about them in their two published reports. The Minister then referred to some of the factors which he believed had direct relevance to the work of the Association.

Exports: 'There is no gimmick by which we can improve our exports. It is hard selling all the way . . . . Are members of this Association making full use of the services of this Association to improve their export potential? I was very interested to learn that during the past year you have extended the privilege of membership of your Association to foreign companies. I am sure that you will not regret this step. We can all learn from each other.'

Changing pattern of industry. 'In a competitive world any firm which elects to stand still technologically is on the way down. This is why research associations have such an important part to play in growth. New products, new processes, improved products, improved processes must be the daily bread and butter of industrial management.'

Need for ever increased productivity. 'It follows that if we are to have sustained economic growth, we must maintain an appropriate rate of improvement in national productivity or output per head – let's use the old fashioned word efficiency. For the 4 per cent. economic growth rate we will need an improvement in efficiency of 32 per cent. per year.'

Organizing for change. 'This makes tremendous demands on management, but science and technology provide us today with an increasing number of scientific aids to management. We have to understand emotionally as well as intellectually the potentials and the limitations of these aids. In spite of the improvements which we have made in management education and training, I am not satisfied that we have gone far enough. I think that in industry we can still learn something from the Armed services in the matter of management training.'

People in industry. 'If we are to succeed in sustaining change and growth within industry, we must carry people with us, in the office, in the laboratory, in the shop and on the factory floor. Therefore we cannot exaggerate the importance of man management. Here there are fewer scientific aids to help us. We know that as a nation we depend for our prosperity – indeed for our survival – upon our own resolve to work harder, more productively and more imaginatively. Above all we depend upon our own resolve as a nation to survive and to prosper. But do we care enough to make change our ally.'

Council for Middle East Trade Send Mission to Iraq

AS A FOLLOW-UP to the recent visit to Iraq of the President of the Board of Trade, a Mission from the recently established Council for Middle East Trade left London by air for Bagdad this week with the object of examining ways of increasing the scope and volume of Anglo-Iraqi trade. The Mission is under the leadership of Mr. Kenneth Lockley, managing director of Steel Brothers and Company, and includes Sir Charles Denman, director of C. Tennant Sons and Company.

The members of the Mission intend to spend a week in Bagdad and plan to have talks with Iraqi Ministers, British Embassy officials and British business representatives in Iraq. The Mission will be accompanied by Sir Gawain Bell, the Secretary General of the Council for Middle East Trade.

Communique of EFTA Ministerial Meeting

'The Ministerial Council of the European Free Trade Association met in Lisbon on May 9, 10 and 11, under the chairmanship of Mr. Corrêa d'Oliveira, Portuguese Minister of State.

'Ministers decided to establish a final timetable for the dismantling of tariffs on industrial products. They agreed that these tariffs should be eliminated by December 31, 1966. They took note of the wish of the Austrian Government to reserve the posibility of referring to the Council certain specific problems that might arise for Austria from the new timetable. The next 10 per cent. reduction will take place on December 31, 1963, thus bringing intra-EFTA tariffs down to 40 per cent. of their level when EFTA began.

'Bearing in mind the special problems of Member countries for which agricultural exports are of particular importance, Ministers took decisions and concluded a number of bilateral agreements designed to increase trade in agricultural products between the Members.

'Ministers discussed the problems of trade in fish and fish products within EFTA and took note of the outcome of the bilateral discussions. They stressed the importance of the proposal of the United Kingdom to call a West European fisheries conference. They agreed that Member countries of EFTA should consult together in preparation for the conference and expressed the hope that all the countries which had been invited would co-operate in ensuring its success.

'With a view to facilitating co-operation in the field of economic development among Governments as well as among private enterprises, Ministers decided to establish an Economic Development Committee. Ministers also welcomed the declaration of certain delegations of their intention to allow freer access for other Member States to capital available for export.

'The Ministers expressed their intention to participate fully in the forthcoming trade negotiations in the GATT with a view to achieving a substantial reduction across the board of tariffs and other obstacles to trade. They would continue these discussions next week in Geneva.

'It was agreed to hold the next meeting in Sweden, in September.'

The Joint Council of the Finland-EFTA Association also met at Ministerial level in Lisbon. The Finnish representative informed the Joint Council that his Government would, in a co-operative spirit, study the possibilities of taking early action to apply the EFTA Ministerial decisions within the FINEFTA Association.

Peruvian Minister of Development and Public Works Visits Britain

GENERAL VERASTEGUI, the Peruvian Minister of Development and Public Works, arrived in London on May 13 for a short visit as a guest of H.M. Government. During his stay General Verastegui had talks with Lord Derwent, Minister of State, Board of Trade, and with bankers and industrialists.

CoID's 1963 Design Tour in Europe for Delegates from British Industry

THE COUNCIL of Industrial Design announce that they are organizing a Design Tour of Germany, Czechoslovakia and Austria for directors, design executives and designers in September this year. All three countries have played an important part in the history of industrial design and have made a notable contribution to the modern movement in design and architecture.

The tour will include visits of general design interest to such cities as Essen, Berlin, Prague and Vienna, as well as visits to factories, department stores and design studios. In addition, special efforts will be made to arrange visits of particular interest to individual members.

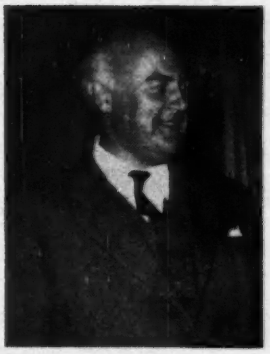
The cost will be £190 per member, which includes air travel, full board and accommodation, all gratuities and incidental travel charges. Applications to Mr. Dan Johnston, CoID, 28 Haymarket, London, S.W.1.

Head of Treasury Delegation in Washington

H.M. TREASURY announce that Mr. D. B. Pitblado, having completed his term of appointment as Head of the Treasury Delegation and Economic Minister in Washington, will be returning to Whitehall in the autumn. He will be succeeded by Sir Eric Roll, lately deputy leader of the United Kingdom Delegation for negotiations with the European Economic Community. Sir Eric Roll will also succeed Mr. Pitblado as United Kingdom Executive Director of the International Monetary Fund and the International Bank for Reconstruction and Development.

Earl of Verulam New President of London Chamber of Commerce

THE EARL OF VERULAM was appointed President of the London Chamber of Commerce at the annual meeting of the Chamber on May 7. The Earl, who succeeds Lord Kilmarnock, is chairman and managing director of Enfield Rolling Ltd., chairman of Alcan Enfield Alloys Ltd., Barker and Allen Ltd., Delta Enfield Rolled Metal Ltd.; joint chairman Enfield-Standard Power Cables Ltd., and a director of Metal Market and Exchange Co. Ltd., and Phelps Dodge and Enfield International Corporation (U.S.A.).



At the meeting the 81st annual report was given. Inquiries for copies of the report should be made to The London Chamber of Commerce (Incorporated), 69, Cannon Street, London, E.C.4.

New Offices for the North-East

JOBS for men and women in the North-East will be provided in new premises which the Ministry of Public Building and Works has erected for the Savings Certificate Division of the Post Office Savings Department in Durham City in only three and a half months. The Post Office plans to transfer the work of the Savings Certificate Division from London to Durham City, and towards this the new building erected by the Ministry will provide working space of 15,000 square feet for about 300 people and filing equipment. The premises are at Aykley Heads, and cost about £30,000. Occupation will be only until new buildings can be erected. The temporary buildings can then be dismantled and sold.

Britons Spent £650m. on Holidays in 1962

OVER 30 million British people – nearly one-and-a-half million more than in the previous year – took holidays away from home in 1962, reports the British Travel and Holidays Association. Of this total, which represents 60 per cent. of the population, about 26¼ million people spent their holidays within Britain and approximately four million went abroad. The BTHA has revealed these figures after studying the results of a special survey carried out last year.

Holiday spending in 1962 totalled about £650 million, compared with £620 million in 1961 and £550 million in 1960. Holidays abroad accounted for about £220 million of the total expenditure, compared with £200 million in 1961 and £150 million in 1960.

About four-and-a-half million people took more than one holiday during the year, making a total of more than 36 million holiday trips in all. Spain, Italy and France were the most popular countries among British holidaymakers. The average cost of holidays abroad was £45 per head, including fares, about the same as in 1961. In 1962, 46 per cent. of British people holidaying abroad travelled by air and 57 per cent. by sea. Travel abroad by rail declined and travel by coach and bus increased slightly.

Marking of Imported Flooring Strips

THE BOARD OF TRADE announce that, in pursuance of Section 7 of the Merchandise Marks Act, 1926, a Draft Order in Council (Draft of the Merchandise Marks (Imported Goods) No. 3 Order 1935 Amendment Order 1936) was laid before Parliament on May 8.

This Order provides alternative methods of applying the indication of origin (by stamping or stencilling) to flooring strips of the following descriptions:

> Maple or pine flooring strips, milled, measuring not less than ¼ of an inch by not more than 2¼ inches, of a length not less than 3 feet nor more than 18 feet, having a tongue along the whole length of one of the wider sides and a groove along the whole length of the other.

This Draft Order in Council is intended to amend the Merchandise Marks (Imported Goods) No. 3 Order 1935 (SR. & O. 1935/305), and copies can be obtained from H.M. Stationery Office, price 3d., by post 5½d.

Note:

This Draft Order prescribes an alternative method of marking certain types of imported flooring strips. Hitherto, under the 1935 Order the only permissible method of marking the goods in question was by impressing or incising at intervals of not more than 9 inches.

A notice about the publication of the Report (Cmnd. 1922)* by the Standing Committee (General Merchandise) set up under the Merchandise Marks Act, 1926, recommending that the principal Order should be amended in this manner was published in the *Board of Trade Journal* of January 25, 1963, page 195.

* H.M.S.O., price 5d., by post 7½d.

Marking of Percussion Musical Instruments

THE BOARD OF TRADE announce that, in pursuance of Section 7 of the Merchandise Marks Act, 1926, a Draft Order in Council was laid before Parliament on May 8. This Draft Order (Draft of the Merchandise Marks (Imported Goods) No. 2 Order 1963) which is being made on the recommendation of the Merchandise Marks Standing Committee, requires the following goods to bear an indication of origin at the time of importation and sale and exposure for sale in the United Kingdom:

> Percussion musical instruments (excluding carillons) and the following accessories, namely, drum pedals, cymbal pedals, drum sticks, wire brushes, drum and cymbal stands, drumheads fixed on hoops, and bass drum spurs.

Copies of the Draft Order can be obtained from H.M. Stationery Office, price 3d., by post 5½d.

Marking of Umbrella Handles

THE BOARD OF TRADE announce that an Order in Council under Section 2 of the Merchandise Marks Act, 1926, was made on May 2, 1963, requiring the marking of imported handles (including knobs) for umbrellas, sunshades and walking sticks.

This Order, the Merchandise Marks (Imported Goods) Order 1963, requires the goods to bear an indication of origin at the time of sale and exposure for sale in the United Kingdom. The Order comes into force on May 3, 1964.

Copies of the Order (S.I. 1963 No. 882) are obtainable from H.M. Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 3d., by post 5½d.

Note: The Report of the Merchandise Marks Standing Committee recommending this action was published as a Command Paper (Cmnd. 1827) on September 19, 1962.

Application for Removal of Duty on Garnet Grain

THE BOARD OF TRADE give notice that they are considering an application for the removal of the import duty on garnet grain.

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicant for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than June 10.

Note – Garnet grain is a raw material obtained from the United States for use in the manufacture of abrasive cloths, papers and fibres.

Tariff Revision on Mixed Fruit Containing Added Sweetening Matter

THE BOARD OF TRADE give notice that they are considering an application for revision of tariff heading 20.06 (B) in respect of 'Mixed fruit containing added sweetening matter'.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than June 4.

Application for Exemption from Duty of Reed Pulp

THE BOARD OF TRADE give notice that they are considering an application for the exemption from import duty of reed pulp, defined as:

> 'reed pulp, bleached'

A statement of the applicants' case will be made available to all interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicant for reply. Requests for a statement of the case, together with an undertaking in the terms set out above, should be addressed, in writing, to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than June 10.

Customs Entries for Imported Goods

THE COMMISSIONERS of Customs and Excise announce that, for an experimental period of 6 months beginning on June 4, entries for imported goods may be accepted up to 4 days prior to the anticipated date of report of the ship.

This will not apply where a change in duty is imminent. During the 6 days before such a change, entries for goods affected will not be accepted before the time of importation.

This modification is the result of a suggestion made in the course of the Customs review of import procedure.

Films Help the Exporter

'FILMS AS AN aid to Export' was the title of a special programme organized in the theatre of the Royal Commonwealth Society, London, on May 10, by Export Management Consultants Ltd., in consultation with the Overseas Film and Television Centre Ltd.

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Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by May 31, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.21	*OOO*-Tri(chloropropyl) phosphorothioate	*OOO*-Tri-(1-chloroprop-2-y) phosphorothioate/Chloropropyl thionophosphate.	December 31, 1963	6132
29.26	1-(Di-(2-1·3-demietoylbuty)lideneaminal) ethyl amino)-3-phenoxy-propan-2-ol.	Di-(2-(N-2-imino-4-methyl) pentane)ethyl)) (2-hydroxy 3 phenoxy-propyl)amine.	December 31, 1963	6164
29-26	Di-[2-(1·3-dimethylbutylideneamino)] amine	D-(2-(N-2-imino-4-methyl) pentane) ethyl) amine	December 31, 1963	6165
28.27	3-Di-n-propylaminopropyl cyanide	4-(Dinipropylamino)-butyronitrile	December 31, 1963	5248
39.41	Poly-[2·2-di-(*p*-hydroxyphenyl) propane carbonate), not plasticized or otherwise compounded.	Polycarbonate	December 31, 1963	6122
49.11	Identification kits, consisting essentially of a series of transparent slides or foils printed to depict individual characteristics of the human face or head, parts of such kits.		December 31, 1963	5308
73.11	Steel sections in coils of a base width of not less than 0·4 inch and not more than 0·8 inch, and of an upper width of not less than 0·3 inch and not more than 0·6 inch, and of a thickness of not more than 0·2 inch.	Steel strip	December 31, 1963	7602
Note: The application advertised in the *Board of Trade Journal* dated April 5, 1963, as 'Dehydracetic acid' has been amended in definition as follows:				
29.37	Dehydracetic acid of a purity not less than 96%	Dehydracetic acid of a purity 96% and over	December 31, 1963	6143

European Convention on the International Classification of Patents for Invention

THE TEXT of the above Convention, together with the amended form of Annex which entered into force on December 16, 1961, has now been published by H.M. Stationery Office as Command Paper 1956 (Treaty Series No. 12 (1963)).

Copies may be obtained from the Sales Branch of the Patent Office price 3s. (by post 3s. 4d.) or from H.M. Stationery Office.

Management Accounting Guide

'A Guide to Management Accounting' covers the general principles underlying the integration of policy and budgets, the preparation of control documents and the analysis of an appreciation of the variances between budget and actual. It also includes chapters on office organization and the principles underlying the use of computers. Copies: H. F. L. (Publishers) Ltd., 10, Earlham Street, London, W.C.2. Price 18s. net.

Work of the Royal Mint in 1962

IN 1962, the Royal Mint struck 774,664,807 coins, consisting of 492,344,020 coins for the United Kingdom and 282,320,787 coins for overseas governments.

Coinage for overseas represented 36 per cent. of the year's output, comprising 87 different denominations for 24 Commonwealth and foreign countries. Nearly ten million coins were struck in 900 standard silver for the Republic of Panama and coins for Burma, Ceylon, Jordan, Kuwait, Muscat, Nicaragua, Uruguay and Viet-Nam were included in the year's total.

The medal department produced 45,846 medals and decorations. New medals included an award by the Ministry of Housing and Local Government in the Competition for Good Design in Housing, and one to commemorate the Independence of Jamaica.

New Public Seals were prepared for Hong Kong, Nigeria, Sierra Leone and Tanganyika.

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The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 Prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,029	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+ 99	+ 36	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+173	+ 73	+15	+48
1960	108	112	114	110	108	98	118	110	124	129	114	+590	+520	+48	+35
1961	111	114	121	115	110	100	128	130	132	136	122	+292	+230	+36	+ 5
1962	111	115	126	120	112	101	126	115	124	139	127	+ 99	+ 42	— 4	+39
1961															
3rd Quarter	112	115	122	116	110	100	133	135	139	139	126	+ 29	+ 53	— 8	—24
4th Quarter	111	113	123	116	110	100	127	130	128	139	118	+ 54	+ 64	— 1	—11
1962															
1st Quarter	109	113	124	117	110	100	125	122	118	135	127	— 19	— 32	—16	+32
2nd Quarter	112	116	125	121	112	100	128	120	129	141	127	+ 39	+ 32	—10	—12
3rd Quarter	111	117	126	121	112	101	127	111	131	146	126	+ 66	+ 34	+20	Nil
4th Quarter	110	114	128	122	113	101	122	106	116	134	129	+ 13	+ 8	+ 2	+19
1963															
1st Quarter						101									
1962															
August	..	117	..	..	..	102	..	..	..	..	..	..	..	..	..
September	..	117	..	..	..	102	..	..	..	..	..	..	..	..	..
October	..	115	..	..	..	100	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	102	..	..	..	..	..	..	..	..	..
December	..	112	..	..	..	101	..	..	..	..	..	..	..	..	..
1963															
January	..	106	..	..	..	102	..	..	..	..	..	..	..	..	..
February	..	110*	..	..	..	100	..	..	..	..	..	..	..	..	..
March						102									

	ORDERS		PRICES AND COSTS					LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices	
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	series shown in £ million
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	114*	100*	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	114*	100*	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter			121·4	+3·1	103·5*	121·2*	139·4	627	+136	—58	113	— 7	+33	120	123	
1962																
August	119	93	119·4	+3·2	102·0	120·8	137·3	392	+ 21	+ 9	154	—13	— 8	124	117	..
September	119	92	119·3	+3·3	101·9	121·1	137·5	407	+ 15	+13	147	— 7	— 8	120	123	..
October	118*	98*	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116*	101*	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	114*	100*	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	117*	100*	121·7	+3·5	103·3*	121·2*	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March		100*	121·8	+3·1	103·7*	121·2*	139·6	628	— 19	—19	122	+12	+10	123	132	..
April					103·9*	121·3*		553	— 75	—20	138	+16	+14			

† NOT seasonally adjusted. * Provisional.

U.K. Imports and Exports

Volume and Price Indices for the First Quarter of 1963

IN THE FIRST quarter of 1963 the export volume index at 133.7 was the highest recorded on the current basis (1954=100), 1½ per cent. above the previous quarter and 6½ per cent. above the corresponding period of last year. The import volume index at 141.3 was almost one per cent. higher than the previous quarter and one per cent. above the corresponding period of 1962.

The rise in the overall volume index for imports compared with the fourth quarter 1962 was mainly due to a rise of 10 per cent. in the index for the mineral fuels and lubricants section. The manufactured goods index and basic materials index both fell one per cent. while the index for the food, beverages and tobacco was unchanged. Compared with the first quarter of last year, the increase of one per cent. in the overall import volume index was due mainly to increases of 17 per cent. in the index for mineral fuels and lubricants imports and of 6 per cent. in the index for manufactured goods; these increases were largely offset by a fall of 9 per cent. in the index for imports of food, beverages and tobacco due mainly to reduced imports of cereals and cereal preparations.

The rise in the overall volume index for exports compared with the fourth quarter 1962 was due to increased exports of machinery and vehicles. Falls were recorded in the indices for the remaining three sections of manufactured goods. Against the level of a year ago most Sections showed increases with some two thirds of the overall increase deriving from a rise of 12 per cent. in the index for the machinery and transport Section of exports; all Divisions within this Section contributed to this increase, with the index for machinery, other than electric, rising 6 per cent., and those of electrical machinery and transport equipment, 24 per cent. and 13 per cent. respectively. The index for mineral fuels and lubricants increased by 14 per cent. and, for basic materials, by 16 per cent.

The index numbers of import and export prices for the first quarter of 1963 each increased by one point compared with the fourth quarter of 1962. The terms of trade remained unchanged.

The index numbers of volume of United Kingdom external trade given in tables 1 to 4 continue the series of indices calculated on base year 1954, which were introduced in articles in the *Board of Trade Journal* of December 10, 1955 and May 19, 1956. Table 5 gives quarterly import and export prices and terms of trade indices derived from the monthly index numbers which are regularly published in the *Board of Trade Journal*. The method of constructing these latter index numbers was described in the *Board of Trade Journal* of May 2, 1958.

Note:

In 1963 the commodity classification of the external trade statistics of the United Kingdom was revised in accordance with the Standard International Trade Classification Revised. In the following tables the indices for the current year are presented on this revised basis and the indices for earlier periods have been adjusted as far as possible to maintain comparability.

Volume of Imports and Exports — Summary Tables*

TABLE 1 **Imports**

Period	Total†		Index Numbers of Volume (1954 = 100)				
	Value as Declared	Estimated Value at 1954 Prices	Total†	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Mineral Fuels and Lubricants [3]	Manufactured Goods [5 to 8]
	£ million	£ million					
1954	3,379·2	3,379·2	100·0	100·0	100·0	100·0	100·0
1957	4,070·8	3,866·8	114·4	113·3	106·2	113·6	129·6
1958	3,779·5	3,861·6	114·3	119·1	94·0	123·8	131·4
1959	4,008·1	4,131·3	122·3	118·1	100·9	143·4	150·1
1960	4,577·4	4,661·1	137·9	121·3	109·9	156·7	201·3
1961	4,417·7	4,559·0	134·9	121·0	102·0	164·2	194·9
1962	4,513·2	4,713·4	139·5	125·8	98·8	186·9	202·2
1961 1st Quarter	1,159·1	1,203·5	142·5	124·1	111·7	179·2	205·7
2nd Quarter	1,125·2	1,158·1	137·1	120·9	106·6	162·0	197·6
3rd Quarter	1,048·9	1,078·7	127·7	115·3	94·8	154·8	185·6
4th Quarter	1,084·6	1,118·7	132·4	123·9	95·0	160·7	190·8
1962 1st Quarter	1,127·2	1,180·5	139·7	132·6	99·1	178·7	195·5
2nd Quarter	1,134·2	1,184·1	140·2	130·7	96·2	177·5	202·1
3rd Quarter	1,112·4	1,164·4	137·8	119·8	97·0	200·8	201·2
4th Quarter	1,139·4	1,184·4	140·2	120·1	103·0	190·4	210·0
1963 1st Quarter	1,145·9	1,193·5	141·3	120·2	102·0	209·4	207·7

* The figures in square brackets relate to Section code numbers in the Standard International Trade Classification, Revised.

† From 1959, Total Values and Indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the Classes and Divisions.

(*Tables continued on next page*)

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Volume of U.K. Imports and Exports (*Continued*)

United Kingdom Exports

TABLE 2

Period	Total†		Index Numbers of Volume (1954 = 100)				
	Value as Declared	Estimated Value at 1954 Prices	Total†	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Mineral Fuels and Lubricants [3]	Manufactured Goods [5 to 8]
	£ million	£ million					
1954	2,674·7	2,674·7	100·0	100·0	100·0	100·0	100·0
1957	3,324·4	3,093·4	115·7	125·4	121·7	79·7	118·9
1958	3,208·0	2,980·8	111·4	121·9	121·6	81·8	114·6
1959	3,352·7	3,104·8	116·1	118·2	144·5	79·1	119·2
1960	3,580·3	3,265·8	122·1	122·2	131·2	92·8	125·7
1961	3,709·1	3,352·6	125·3	129·9	143·9	87·0	129·2
1962	3,822·4	3,427·9	128·2	138·1	150·6	103·4	130·7
1961 1st Quarter	943·6	855·5	127·9	120·9	146·8	92·1	133·1
2nd Quarter	941·2	849·8	127·1	115·4	146·0	81·8	133·1
3rd Quarter	881·2	797·0	119·2	136·2	135·2	77·8	122·3
4th Quarter	943·2	850·3	127·2	147·1	147·7	96·1	128·2
1962 1st Quarter	939·0	839·8	125·6	129·6	148·6	99·9	129·1
2nd Quarter	990·8	889·4	133·0	129·2	171·2	89·3	137·7
3rd Quarter	909·4	818·2	122·4	131·9	132·9	120·1	123·7
4th Quarter	983·2	880·4	131·7	161·7	149·8	104·2	132·2
1963 1st Quarter	1,004·7	894·3	133·7	128·1	172·5	113·4	136·7

* The figures in square brackets relate to Section code numbers in the Standard International Trade Classification, Revised.

† From 1959, Total Values and Indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the Classes and Divisions.

(*Tables continued on next page*)

Volume of U.K. Imports and Exports (*Continued*)

Imports

TABLE 3

Section and Division	Value as Declared	Estimated Value at 1954 Prices	Index Numbers of Volume (1954 = 100)								
	First Quarter 1963	First Quarter 1963	Year 1957	Year 1958	Year 1959	Year 1960	Year 1961	Year 1962	First Quarter 1962	Fourth Quarter 1962	First Quarter 1963
	£'000	£'000									
0. Food and Live Animals Total	371,228	382,386	114	120	119	121	121	127	138	119	125
00 Live animals	11,548	9,681	132	110	90	103	122	101	120	95	97
01 Meat and meat preparations	81,914	81,123	122	119	118	127	119	122	126	118	128
02 Dairy products and eggs	48,814	52,321	105	118	116	118	124	119	139	126	131
03 Fish and fish preparations	18,680	14,271	138	190	198	161	150	206	242	185	258
04 Cereals and cereal preparations	48,569	53,453	121	143	144	137	138	156	169	136	122
05 Fruit and vegetables	67,674	59,288	105	120	116	120	121	134	129	117	119
06 Sugar, sugar preparations and honey	26,992	23,190	116	107	102	93	93	89	90	90	89
07 Coffee, cocoa, and preparations, tea and spices	46,174	64,085	102	100	94	99	103	108	130	94	118
08 Feeding stuffs for animals (not including unmalted cereals)	16,750	16,525	110	138	159	154	153	172	195	166	157
09 Miscellaneous food preparations	4,114	8,449	162	158	225	277	227	262	257	266	247
1. Beverages and Tobacco Total	19,296	16,556	110	108	108	128	127	109	68	138	66
11 Beverages	8,889	8,017	133	130	141	160	178	170	126	201	133
12 Tobacco	10,406	8,539	103	101	97	118	111	90	49	118	45
2. Crude Materials, Inedible Total	219,837	249,112	107	94	101	110	102	99	101	104	102
21 Hides, skins and furskins, undressed	16,321	18,464	107	90	102	102	111	114	146	121	169
22 Oilseeds, oil nuts and oil kernels	12,636	14,325	89	78	86	78	74	84	83	88	81
23 Crude rubber (including synthetic and reclaimed)	16,551	15,896	139	142	106	128	124	116	138	112	127
24 Wood, lumber and cork	23,331	22,598	101	89	98	119	108	101	65	109	58
25 Pulp and waste paper	26,321	29,470	112	111	120	146	139	133	125	148	136
26 Textile fibres, not manufactured and their waste	71,442	90,248	101	89	103	92	84	85	100	89	100
27 Crude fertilizers and minerals	9,077	10,841	103	95	95	126	129	120	117	131	122
28 Metalliferous ores and metal scrap	31,715	36,583	125	94	97	136	118	105	101	100	107
29 Crude animal and vegetable materials	12,443	10,687	93	103	98	108	95	96	107	102	109
3. Mineral Fuels, Lubricants, etc. Total	147,310	172,283	114	124	143	157	164	187	179	190	209
4. Animal and Vegetable Oils and Fats Total	10,857	13,717	98	87	98	104	98	90	71	89	105
5. Chemicals Total	47,982	50,168	108	115	136	167	162	173	172	182	191
6. Manufactured Goods Classified Chiefly by Materials Total	167,311	165,522	126	121	132	175	163	162	154	167	162
61 Leather, leather manufactures and dressed furs	6,191	5 698	111	95	137	113	120	110	107	114	111
63 Wood and cork manufactures	11,931	12,753	116	118	139	171	159	164	158	179	148
64 Paper, paperboard and manufactures thereof	24,702	24,987	127	128	136	161	170	186	169	194	179
65 Textile yarn, fabrics and articles	35,946	36,783	129	124	149	196	203	187	192	194	208
67 Iron and steel	16,676	16,265	215	139	137	311	148	181	114	242	233
68 Non-ferrous metals	58,165	59,277	110	113	116	148	141	137	132	131	130
Other	13,700	9,759	*	*	*	*	*	*	*	*	*
7. Machinery and Transport Equipment Total	98,492	73,162	142	152	173	233	235	251	246	275	246
8. Miscellaneous Manufactured Articles Total	56,933	64,862	174	208	278	419	441	487	479	477	542
TOTAL ALL CLASSES (including Section 9)	1,145,911	1,193,517	114	114	122	138	135	139	140	140	141

* Index numbers are not given for those divisions and sections in which trade is small or for which index numbers would not be significant. The values of such imports, both as declared and as estimated at the prices of the base year, are however, included in computing index numbers for each section and for the total. Total values and indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the sections and divisions.

(*Tables continued on next page*)

Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders or contracts for publication on this page

Automatic Painting Machine for India

Aerostyle Ltd., London, have sold a £12,000 automatic painting, varnishing and stoving machine to the Indian Government.

Navigational Aids for Scandinavian Ships

Rank Kalee, London, have supplied closed circuit television, developed to help ships dock, to the Norwegian North Sea ship *Braemar*. They are installing similar equipment on an 80,000 ton tanker now being built for the Norwegian firm, Fred Olsen Line, by John L. Thompson & Sons at Sunderland. Orders have also been received from Aktiebolaget Celer of Stockholm for a fleet of tankers now building in Sweden.

Nuclear Exports to Sweden

Nuclear reactor components have been supplied to Sweden's first nuclear reactor at Agesta, Stockholm. The components which are welded 'shroud' tubes, supplied by Imperial Metal Industries (Kynoch) Ltd., will channel the fuel coolant over the fuel elements and separate it from the moderating water.

Telecommunications Equipment for Abu Dhabi

International Air Radio Ltd., have been awarded the contract for providing all telecommunications throughout the Sheikhdom of Abu Dhabi during the development of the oilfield.

Steel Piping for Spain

Stewarts and Lloyds Ltd., have secured a £400,000 order to supply seamless steel piping to Spain which will be used for part of the 165-mile crude oil pipeline from Malaga to a new refinery at Puertollanno.

Lebanon Buys Tape Recording Equipment

EMI Electronics Ltd., are supplying a new commercial recording studio in Beirut with tape recording and ancillary equipment.

Truck and Bus Chassis for Portugal

Truck and bus chassis orders worth £476,000 have been received by AEC Ltd., from Portugal for local assembly.

(*Continued at foot at next page*)

Volume of U.K. Imports and Exports (*Continued*)

Exports of Produce and Manufactures of the United Kingeom

TABLE 4

Section and Division	Value as Declared	Estimated Value at 1954 Prices	Index Numbers of Volume (1954 = 100)								
	First Quarter 1963	First Quarter 1963	Year 1957	Year 1958	Year 1959	Year 1960	Year 1961	Year 1962	First Quarter 1962	Fourth Quarter 1962	First Quarter 1963
	£'000	£'000									
0. FOOD AND LIVE ANIMALS . . . Total	30,467	28,914	129	118	109	111	112	117	122	132	122
06. Sugar, sugar preparations and honey . . .	5,109	4,151	102	92	88	86	67	69	78	63	50
Other	25,358	24,763	*	*	*	*	*	*	*	*	*
1. BEVERAGES AND TOBACCO . . . Total	22,374	23,168	121	127	132	138	155	167	140	203	136
11 Beverages	17,842	19,278	131	141	156	168	193	215	176	268	168
12 Tobacco	4,532	3,890	99	97	80	74	75	68	66	68	71
2. CRUDE MATERIALS, INEDIBLE . . . Total	38,301	42,458	127	128	151	138	153	159	159	156	181
26 Textile fibres, not manufactured, and their waste .	25,935	30,870	126	124	141	137	149	132	131	135	164
Other	12,366	11,588	*	*	*	*	*	*	*	*	*
3. MINERAL FUELS, LUBRICANTS, ETC. . . . Total	41,317	43,157	80	82	79	93	87	103	100	104	113
32 Coal, coke and briquettes	9,104	8,084	63	37	32	44	45	43	40	44	48
33 Petroleum and petroleum products . . .	32,157	35,015	93	118	117	132	121	152	148	153	166
Other	55	58	*	*	*	*	*	*	*	*	*
4. ANIMAL AND VEGETABLE OILS AND FATS . Total	1,959	2,050	*	*	*	*	*	*	*	*	*
5. CHEMICALS . . . . . Total	87,392	105,943	137	135	155	181	198	204	202	207	205
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL . . . . . Total	223,551	205,140	112	103	107	108	107	107	107	109	106
61 Leather, leather manufactures and dressed furs .	5,608	5,669	132	123	137	115	127	133	135	145	135
62 Rubber manufactures, n.e.s.	13,032	11,380	107	104	114	120	125	129	127	137	144
64 Paper, paperboard and manufactures thereof .	11,501	10,630	111	106	108	115	114	121	113	129	127
65 Textile yarn, fabrics and articles	61,753	58,161	91	78	79	80	73	73	74	74	73
66 Non-metallic mineral manufactures . . .	16,304	15,056	103	102	100	105	104	101	98	98	103
METALS†	113,123	102,985	135	126	135	136	139	139	138	140	134
67 Iron and steel	50,264	48,128	133	117	132	144	148	142	141	144	142
68 Non-ferrous metals	29,892	28,848	167	169	177	154	165	179	176	177	168
69 Manufactures of metals, n.e.s. . . .	32,967	26,009	116	109	112	112	109	109	108	110	101
Other	1,230	1,259	*	*	*	*	*	*	*	*	*
7. MACHINERY AND TRANSPORT EQUIPMENT . Total	463,645	367,419	121	120	122	128	133	133	133	133	149
71 Machinery, other than electric	220,295	153,143	114	108	111	124	137	140	143	137	152
72 Electrical machinery, apparatus and appliances .	83,447	71,609	126	122	123	127	140	137	132	149	163
73 Transport equipment	159,903	142,667	126	131	132	132	125	125	124	123	139
8. MISCELLANEOUS MANUFACTURED ARTICLES Total	59,836	47,395	115	114	115	125	126	133	120	141	121
83, 84 and 85 Clothing, footwear, travel goods, handbags and similar articles	11,727	10,846	103	100	113	102	94	99	95	104	96
86 Professional, scientific and controlling instruments; photographic and optical goods; watches and clocks	17,332	12,526	119	109	103	128	141	157	146	162	160
Other	30,777	24,023	*	*	*	*	*	*	*	*	*
TOTAL UNITED KINGDOM EXPORTS (including Section 9)	1,004,717	894,271	116	111	116	122	125	128	126	132	134

* Index numbers are not given for those divisions and sections in which trade is small or for which index numbers would not be significant. The values of such exports, both as declared and as estimated at the prices of the base year, are however, included in computing index numbers for each section and for the total. Total values and indices have been adjusted to include trade with the Channel Islands, but this adjustment has not been apportioned to the sections and divisions.

† Export List Divisions 67, 68 and 69.

(*Tables continued on next page*)

Recent Export Orders (*Continued*)

Three Million Pound Vehicle Order from Iran

Leyland Motors Ltd., have secured a £3 million order from their new Middle East distributors in Teheran for 1,000 vehicle chassis, 2,000 diesel engines and 1,300 gearboxes.

Microwave Radio Link for Spain

Microwave radio link equipment worth more than £1¼ million has been ordered by the Compania Telefornica Nacional de Espana from Standard Telephones & Cables Ltd., and its associated company in Spain.

Acid Plant for Tunisia

Simon-Carves Ltd., Stockport, have received an order worth £336,000 from the Tunisian subsidiary of a Swedish firm of fertilizer manufacturers, for sulphuric acid plant. It will produce 450 metric tons a day.

Meteorological Radar for Australia

Decca Radar Ltd., have won a £A1m. contract from the Australian Government to supply meteorological radar equipment to the national weather services.

A Rolls-Royce Silver Cloud being unloaded from the *Sue Lykes* at the Port of Houston recently. It was one of a shipment of six English luxury cars manufactured by Rolls-Royce Ltd., Crewe, imported by the Overseas Motor Corporation of Ft. Worth and Houston for distribution in the ten-state area served by the importers.

Volume of U.K. Imports and Exports (*Continued*)

Import and Export Prices

TABLE 5 1954 = 100

	Imports						Exports					*
								Manufactured Goods [5-8]				
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Total	† Metals	‡ Textiles [excluding clothing]	Machinery and Transport Equipt. [7]	Other	Terms of Trade
1954	100	100	100	100	100	100	100	100	100	100	100	100
1955	103	101	104	102	109	102	102	104	100	103	102	101
1956	105	101	106	110	110	106	106	112	99	107	104	99
1957	107	101	110	128	104	111	109	115	101	112	106	96
1958	99	97	96	112	101	110	111	118	101	115	104	90
1959	98	98	93	104	104	109	111	114	98	118	105	90
1960	99	97	96	98	107	111	114	117	102	121	105	89
1961	97	94	95	96	107	112	115	117	106	122	106	86
1962	96	95	91	95	105	113	117	119	106	124	106	85
1961 1st Quarter	97	95	94	96	107	112	115	118	106	121	105	87
2nd Quarter	98	96	96	96	108	112	115	117	107	121	107	88
3rd Quarter	96	91	96	95	106	112	115	117	106	122	105	86
4th Quarter	96	92	94	96	106	112	115	117	105	123	106	85
1962 1st Quarter	96	94	93	96	105	113	116	119	106	123	106	85
2nd Quarter	96	95	92	95	104	113	116	119	106	123	106	85
3rd Quarter	95	95	89	95	104	113	116	119	106	124	106	84
4th Quarter	96	97	89	95	105	114	118	118	106	126	108	84
1963 1st Quarter	97	100	89	94	106	115	118	118	108	127	108	84

* Import price index as a percentage of the export price index.
† Export List Divisions 67, 68 and 69. ‡ Export List Division 65.

Board of Trade Reception For Spanish Industrialists

Some of the visiting members of the Spanish steel and non-ferrous industries who spent a week – May 7-15 – in Britain as guests of the Steel Works Plant Association seen at a reception at Lancaster House, London, given by the Board of Trade on May 7. Because of the unavoidable absence of Lord Derwent, Minister of State, Board of Trade, Mr. W. Hughes, Second Secretary, Board of Trade (centre, with spectacles) acted as host.

Retail Stocks in March

THE VALUE of retail stocks in March was 5 per cent. higher than a year earlier, compared with an increase of 4 per cent. in February and one of 5 per cent. in January.

When allowance is made for seasonal factors, including some allowance for the position in the calendar of Easter, the level of stocks showed some increase in March.

In volume terms, stocks showed an increase in March of 3 per cent. compared with a year earlier.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)

Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956	96	100	101	102	102	100	97	95	101	109	114	100
1957	100	105	107	109	110	107	104	103	107	117	123	107
1958	105	109	111	112	112	109	106	106	110	119	123	109
1959	108	111	112	114	115	114	111	109	114	123	129	115
1960	113	119	123	124	126	125	120	118	123	131	136	120
1961	119	124	129	131	132	131	126	124	128	136	142	125
1962	124	128	135	137	139	135	132	130	133	144	151	133
1963	130	134	142									
1961	+5	+5	+5	+5	+4	+5	+5	+5	+4	+6	+4	+4
1962	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963	+5	+4	+5									
(b) At constant (Dec. 1956) prices.												
1956	99	103	103	104	103	101	98	96	102	110	115	100
1957	100	104	106	108	109	106	113	102	106	115	121	105
1958	104	107	109	110	110	107	104	104	108	117	121	107
1959	106	109	110	113	113	113	110	108	112	121	127	113
1960	111	117	122	122	124	123	117	116	120	128	133	117
1961	116	121	125	127	127	126	121	118	122	129	134	118
1962	117	121	127	129	130	125	122	120	123	133	139	122
1963	121	123	131									
1961	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962	+1	nil	+2	+2	+2	—1	nil	+2	+1	+3	+4	+4
1963	+3	+2	+3									

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

Orders in the Textile and Clothing Industries

THE VOLUME of orders on hand at the end of March 1963, in the textile and clothing industries considered as a group were at about the same level as at the end of February. Compared with a year earlier deliveries in March were 2 per cent. more and the rate of receipt of net new orders 9 per cent. more.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1962 January	102	82	86
February	101	96	102
March	98	95	101
1963 January*	100	86	85
February*	100	99	97
March*	100	104	103

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months, but not for holidays or for any other seasonal variations.
*Provisional.

The Manufacturers Manual

'The Manufacturers Manual and Buyers Guide', the official register of the National Association of British Manufacturers, is now available. Copies: Littlebury & Co. Ltd., The Worcester Press, Worcester. Price 30s. net.

Output of the Wool Textile Industry

THE VOLUME of production in the wool textile industry in March was 2 per cent. more than in the corresponding month last year. In the three months January-March taken together production was 1 per cent. more than in the first quarter of 1962.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops and deliveries of worsted yarn were 2 and 4 per cent. more respectively than in March 1962. Deliveries of woven fabrics (excluding blankets) were 3 per cent. less.

Compared with the same period last year, deliveries of worsted yarn in the months January to March were at about the same level but deliveries of woven fabrics (excluding blankets) were 5 per cent. less.

The total value of manufactures of the woollen and worsted industries (tops, yarns, woven fabrics, etc.) exported in the first quarter of 1963 was £32·1 million – 8 per cent. more than in either the first or fourth quarter of 1962. Compared with the previous quarter the value of tops and yarns exported was 22 and 5 per cent. more respectively; the value of woven fabrics exported was 3 per cent. more.

Output of the Wool Textile Industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (a)	Woollen yarn (b)	Worsted yarn	Woven fabrics (excluding blankets (c)		Blankets (b)
					Woollen	Worsted	
Quarterly average	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1962 1st quarter	121·5	80·9	73·0	60·7	40·4	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1963 1st quarter	121·6	80·9	..	60·9	40·5	39·8	9·2
1962 February	37·7	25·2	..	19·1	12·7	13·8	2·4
March	41·4	28·0	..	20·2	13·2	14·4	2·5
1963 February	37·9	25·2	..	19·4	12·5	12·9	2·9
March	40·9	27·2	..	20·2	12·6	13·0	2·7

(a) Including hair. (b) Estimated. (c) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the Wool Textile Industry

Quarters or Quarterly Averages

	Wool tops		Yarns (a)		Woven fabrics		Other products of the wool textile industry (b)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn.sq.yds.	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·01	0·75	29·31
1961:								
1st qtr.	10·45	24·42	4·93	8·04	17·17	24·89	0·94	33·50
2nd qtr.	10·23	24·25	4·19	6·90	15·30	21·86	0·76	30·48
3rd qtr.	9·77	22·37	4·25	6·74	16·54	22·67	0·84	31·39
4th qtr.	9·23	21·06	4·73	7·47	14·86	21·31	0·76	29·58
1962:								
1st qtr.	8·41	19·44	4·65	7·37	16·00	22·72	0·76	29·82
2nd qtr.	8·97	20·89	4·53	7·45	15·38	22·04	0·78	29·66
3rd qtr.	7·35	16·92	4·10	6·55	15·94	22·12	0·71	28·10
4th qtr.	9·11	20·96	4·98	8·12	14·80	21·18	0·75	29·64
1963:								
1st qtr.	11·08	25·33	5·22	8·45	15·19	..	0·63	32·11

(a) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.
(b) Including other hair drawn, carded or combed (including rabbit fur prepared for spinning), felts, wholly or partly of wool; travelling rugs, coverlets and wrappers, household textiles, blankets and other woollen and worsted manufactures except wool flocks, shawls and carpets, and knitted, etc., fabrics are excluded.

Production in the Cotton Industry

THE VOLUME of production in the cotton industry in March was 3 per cent. less than in March 1962.

Statistics issued by the Cotton Board show that in the three months January-March output of single yarn was 3 per cent. less and the yardage of cloth woven 9 per cent. less than in the same period last year. The amount of yarn doubled was 7 per cent. more.

Yarn and Cloth Production

(All figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 February	10·40	2·48	2·81	1·60	22·8	12·2
March	10·32	2·55	2·80	1·68	22·3	12·2
April	8·96	2·25	2·46	1·47	20·3	10·8
May*	10·28	2·56	2·71	1·67	22·3	11·7
June	8·87	2·19	2·43	1·54	20·7	10·7
July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·6	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·84	2·57	2·68	2·10	20·4	11·8

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Digest of Scottish Statistics

THE 21ST ISSUE (April 1963) of the half-yearly 'Digest of Scottish Statistics' prepared by the Scottish Statistical Office has recently been published by H.M. Stationery Office, price 5s. (5s. 5d. including postage). Its 52 tables are arranged in seven sections relating to industrial activity (18 tables), transport and communication (9), labour (6), population and vital statistics (3), social services (7), finance (5) and miscellaneous (4).

In the section dealing with industrial activity, the Index of Industrial Production in Scotland shows that over the year 1962 output in Scotland averaged nearly 2 per cent. higher than in 1961. Production in the first quarter was no higher than in the corresponding quarter a year earlier, in the second and third quarters increases of 1½-2 per cent. were achieved, but in the fourth quarter the rate of increase fell to less than 1 per cent.

Within manufacturing industries the most marked increases in 1962 occurred in chemicals (9½ per cent.) and vehicles (16 per cent.); the former reflected substantial increases in the production of general chemicals, dyes, synthetic resins and plastics and mineral oil refining, and the latter the output of the BMC's Scottish unit at Bathgate. Increases of 2½ per cent. were recorded for the food, drink and tobacco and engineering and electrical goods groups of industries.

Against these and smaller increases in manufacturing there were reductions in the outputs of shipbuilding and marine engineering (over 2 per cent.), metal manufacture (over 5 per cent.), miscellaneous metal goods (8 per cent.) and clothing and footwear (almost 8 per cent.). Increases of over 13 per cent. and 8½ per cent. respectively in the generation of electricity and gas produced at gasworks enabled the utilities to achieve an overall increase of 10 per cent. in 1962. The downward trend in mining and quarrying continued with output 1 per cent. less than in 1961.

Much of the statistical information in the Digest is contributed by the Board of Trade, including figures covering a variety of products, industrial building and insurance.

Sales by Wholesale Textile Houses in March

THERE WAS the usual large seasonal increase in sales by wholesale textile houses during March, but compared with a year earlier the value was 2 per cent. lower. Sales in February had been 6 per cent. lower than a year earlier, while January had shown no change. In the first quarter as a whole, sales were 3 per cent. below the level of a year earlier, compared with an increase of 3 per cent. in the last quarter of 1962.

The total value of stocks held by wholesale textile houses at the end of March was about the same as a year earlier, the index number showing no change.

Note:

These statistics are prepared by the Wholesale Textile Association. Inquiries should be addressed to: The Secretary, The Wholesale Textile Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total Sales and Stocks

Index Numbers (average 1950 = 100) and Percentage Changes Compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (*b*)	
		%		%
1961 Year	107	+1	..	..
1962 Year	105	—2	..	..
1962 1st Quarter	94	—7	139	+3
2nd Quarter	98	—2	127	—2
3rd Quarter	100	—2	140	—4
4th Quarter	129	+3	113	—2
1963 1st Quarter	92	—3	139	Nil
1962 October	146	+2	129	—3
November	131	+2	127	—1
December	110	+7	113	—2
1963 January	70	nil	119	—1
February	85	—6	136	—1
March	120	—2	139	Nil

Analysis by Department

Percentage of Corresponding Values for 1962.

	Sales (*b*)		Stocks (*b*)
	March	Jan.-Mar.	At end of Mar.
Women's knitted outerwear, blouses and skirts	100·2	96·9	88·3
Women's coats, costumes, furs and raincoats	92·1	90·1	101·5
Women's underwear	101·5	104·3	104·9
Women's hose and children's socks	98·0	99·0	87·9
Women's millinery	98·4	94·7	98·9
Haberdashery, ribbons and wool	102·2	108·5	104·9
Children's wear	96·3	94·3	93·7
Men's and boys' shirts, pyjamas and outfitting	97·7	99·3	112·5
Gloves	98·9	91·5	86·2
Piece-goods and nets	95·2	85·8	103·2
Household textiles	102·0	99·9	105·0
Floor-coverings, furniture and hardware	100·3	97·5	106·4
Grand total (*a*)	98·5	97·3	100·1

Notes.
(*a*) Including some items not included among the sub-headings.
(*b*) Valued at cost.

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Overseas Sterling Area Trade Summary

Overseas Sterling Area Trade in 1962

TOTAL EXPORTS from overseas sterling countries (excluding exports of Middle East oil) were relatively low in the first quarter of 1962, allowing for seasonal movements, but recovered in the second quarter and grew slowly throughout the rest of the year to reach a new high level in the fourth quarter which was probably maintained in the first quarter of this year. Total imports changed little in value, again allowing for seasonal factors, in the early months of 1962 compared with the second half of 1961, but they began to increase in the second quarter. The growth was substantial in the third quarter, to a new high peak from which there was a slight reaction in the fourth quarter. Preliminary figures suggest some further fall in the first quarter of this year.

Exports from Overseas Sterling Countries

In 1962 the aggregate value of exports from overseas sterling countries was 3 per cent. more than in 1961 but most of the increase compared with a year earlier took place in the early months of the year. In the year as a whole exports to the non-sterling countries increased in value by 6 per cent. largely because of a 12 per cent. increase in the value of exports to North America which reached a new peak in the second half of the year. Exports to the members of the European Economic Community were 5 per cent. more than in 1961 but the whole of this increase took place in the first half of the year. Exports to all other non-sterling countries combined showed an increase of 2 per cent. compared with a year earlier and an important factor in this growth in exports was a rise of almost one-fifth in the value of exports to the Soviet Union and the Eastern European countries. Exports to China were affected by the reduction in sales of Australian wheat and were about a third less than in 1961. In contrast to the expansion in exports to non-sterling markets, overseas sterling countries' exports to each other were only 1 per cent. more in value than in 1961 and exports to the United Kingdom were 1 per cent. less.

Table A

Overseas Sterling Countries' Trade by Direction

(PERCENTAGE CHANGE BETWEEN YEAR 1961 and YEAR 1962)

	Sterling Area		Non-Sterling Area				
	United Kingdom	Overseas Sterling Area	North America	EEC	Other Countries	Total	All Countries
Exports	—1	+1	+12	+5	+2	+6	+3
Imports	—4	—	+ 9	—2	+7	+5	+2

There were differing movements in the value of exports of the overseas sterling countries' main export commodities in 1962 compared with a year earlier. There were increased shipments of the main food items (except wheat), but less favourable average prices for tea, and to a lesser extent for cocoa, affected earnings from these two commodities. In the textile group, exports of raw wool, cotton and jute were lower in value than in 1961, although the volume of shipments of raw jute was greater by about a quarter. Exports of cotton piece-goods were also lower in value, but the value of exports of jute manufactures rose, although by much less than the increase in the quantity shipped. The quantity of lead exported was almost 40 per cent. more than in 1961 and exports of tin and iron ore also rose but the value of copper exports fell. A fall in rubber prices led to the value of these exports being less than a year earlier.

Table B

Exports of Certain Major Commodities from the Overseas Sterling Area

	Value of exports 1962	Percentage change in 1962 compared with a year earlier
	£ million	
Raw wool	450·0	—
Raw cotton	49·7	—13
Raw jute	58·6	—13
Wheat	87·8	—21
Raw sugar	119·7	+12
Lead	27·1	+16
Tin	77·8	+ 5
Copper	135·9	— 4
Raw cocoa	107·1	— 1
Raw coffee	45·6	+11
Tea	192·2	+ 2
Natural rubber	279·2	— 3
Cotton piece-goods	60·4	—10
Jute goods	135·1	+ 3
Meat and meat preparations	202·8	+10

Exports from Individual Overseas Sterling Countries

Exports from most of the major overseas sterling countries were greater in value in 1962 than a year earlier, but the amount of the increase varied considerably between countries and there was no consistent pattern among the individual countries in the way in which exports developed during the year as compared with 1961. Exports from Hong Kong showed the largest increase and were 12 per cent. more than a year earlier. The value of exports from the Mediterranean Territories (Cyprus, Gibraltar and Malta) which had increased sharply in the middle of the year (although subsequently falling substantially in the fourth quarter) was 11 per cent. more than a year earlier. Exports from Ceylon which fell sharply in the first quarter of 1962 compared with a year earlier, recovered during the remainder of the year and in 1962 as a whole were 7 per cent. greater than in 1961; this was partly due to bigger shipments of tea. The value of exports from Jamaica was 5 per cent. more than in 1961 and Trinidad and Tobago and the East African countries increased their exports by 4 per cent. in each case. Other increases in exports by the principal overseas sterling countries, compared with 1961, were modest. The value of exports from Australia fell in the second half of the year compared with the same period of 1961; this reflected a substantial drop in the amount of wheat shipped to China, but in the year as a whole there were increases in the values of sales of lead, meat and fruit and total exports were marginally greater than in 1961. Exports from India benefited inter alia from increased sales of tea and jute manufactures and were 2 per cent. more than a year earlier. Rubber prices were low during most of 1962 and exports from the Federation of Malaya showed no change in value compared with 1961. Exports from New Zealand were well above 1961 values at the beginning and end of the year but a fall to an exceptionally low level in the third quarter resulted in an increase of only 1 per cent. in the year as a whole. Exports from the Federation of Rhodesia and Nyasaland and the Republic of South Africa were in each case 1 per cent. more than in 1961.

Although there was a general picture of some increase compared with 1961, the value of exports from the Irish Republic fell by 3 per cent. from the high figure of the previous year. Nigeria's exports were affected in part by reduced sales of vegetable oils and oilseeds and they were also 3 per cent. less than in 1961. Although shipments of cocoa from Ghana increased compared with 1961, there was a fall in average prices, and the value of exports of all commodities was 1 per cent. less than in the year before.

Imports into Overseas Sterling Countries

Total imports by the overseas sterling countries were 2 per cent. greater in 1962 than in 1961. As was the case with exports, the growth in this trade occurred in imports from non-sterling countries which were 5 per cent. more than a year earlier and included an increase of 9 per cent. in imports from North America which reached a new peak in the second half of the year. Imports from members of the European Economic Community were 2 per cent. less than a year earlier. Imports from all other non-sterling countries were 7 per cent. more than in 1961 and this was accounted for mainly by increases of 7 per cent. in the value of imports from Japan and of about one-third in imports from the Soviet Union and Eastern European countries. Imports from the United Kingdom fell for the second year in succession and were 4 per

Overseas Sterling Area Trade (*Continued*)

cent. less than in 1961 while imports by overseas sterling countries from each other were virtually unchanged.

Imports into Individual Overseas Sterling Countries

Most of the main overseas sterling countries imported more in 1962 than in the previous year but there were a few cases where marked reductions in the value of imports occurred. Australia's imports continued their strong recovery in the fourth quarter of the year and in 1962 as a whole they were 8 per cent. more than a year earlier. Imports into Pakistan were also very high in the second half of the year and were for the year as a whole 15 per cent. more than 1961; imports from North America increased by over 70 per cent. Hong Kong and Malaya each increased their imports by 12 per cent. and a strong increase in the fourth quarter was largely responsible for the Irish Republic's imports in 1962 being 5 per cent. greater than in 1961. South Africa's imports in the second half of 1962 were substantially above the level of a year earlier but in 1962 as a whole they were only 2 per cent. more than in 1961; the recovery in the second half of 1962 was not continued in the first quarter of 1963, when imports were slightly less than a year earlier. Imports by the Mediterranean Territories were 9 per cent. more than in 1961 and Jamaica's imports increased by 6 per cent.

There was no change in the value of imports into the East African countries compared with 1961. New Zealand's imports which had been at least a fifth below the 1961 levels in the first three quarters of 1962 showed an increase of 10 per cent. over the previous year in the fourth quarter but in 1962 as a whole, licensing restrictions resulted in imports being 16 per cent. less than in the previous year. Ghana's imports were 15 per cent. lower in value than in 1961 because of import restrictions and there was a reduction of 8 per cent. in the value of imports into the Federation of Rhodesia and Nyasaland. Imports into Nigeria, which were very low in the first half of the year, were 9 per cent. less in 1962 as a whole than in the previous year. Imports into Ceylon (3 per cent. less than in 1961) were improving in the second half of 1962 but information available about imports in the first two months of 1963 suggests that a further steep fall in imports took place in the early months of this year. India's imports were 1 per cent. less than in 1961 and there was a very sharp fall in the first quarter of this year.

Imports from Industrial Countries

Overseas sterling countries' imports from industrial countries in 1962 were 1 per cent. more than in 1961. Greater purchases from North America (9 per cent. more than in 1961) and Japan (7 per cent.) were offset by lower imports from the United Kingdom (down by 4 per cent.) and from Western Germany (down by 6 per cent.). Imports from all members of the European Economic Community decreased by 2 per cent. Most of the increase in purchases from North America took place in Pakistan where there were large imports of iron and steel and machinery. Australia increased her imports from industrial countries by a tenth compared with 1961; imports from Japan and North America accounted for most of this increase but there was also an increase of 7 per cent. in the value of purchases from the United Kingdom. New Zealand's imports from industrial countries fell by about a fifth and most of the reduction, in absolute terms, took place in imports from the United Kingdom.

Table C

Overseas Sterling Countries' Imports from Industrial Countries (*i*)

1962 COMPARED WITH 1961

Imports into	Imports from	United Kingdom	Germany	EEC including Germany	North America	Japan	Total Industrial Countries	Total Imports
Australia:								
(a) 1961	£m	231	45	84	177	39	568	746
(b) 1962	£m.	246	46	88	204	48	625	807
(c) Percentage change		+7	+3	+5	+15	+24	+10	+8
India:								
(a)	£m.	154	94	143	221	47	592	806
(b)	£m.	134	75	116	233	42	547	797
(c)	%	—13	—20	—19	+6	—9	—8	—1
New Zealand:								
(a)	£m.	144	11	26	43	9	230	323
(b)	£m.	114	8	19	33	9	182	271
(c)	%	—21	—28	—27	—23	—	—21	—16
Pakistan:								
(a)	£m.	46	20	44	61	19	176	229
(b)	£m.	47	25	42	104	21	220	264
(c)	%	+3	+23	—5	+71	+11	+25	+15
South Africa:								
(a)	£m.	147	55	102	102	18	334	503
(b)	£m.	156	51	100	98	21	399	513
(c)	%	+6	—6	—3	—5	+16	+1	+2
Overseas Sterling Area:								
(a)	£m.	1,462	351	754	904	352	3,688	5,426
(b)	£m.	1,408	330	739	989	377	3,728	5,534
(c)	%	—4	—6	—2	+9	+7	+1	+2

(i) Includes United Kingdom, Continental O.E.C.D., United States of America, Canada and Japan.

Statistical Notes

Sources. The tables have been compiled by the Statistics Division of the Board of Trade from the publications of sterling and Commonwealth countries or from material made available specially through the co-operation of those countries. Since the tables of trade are based on the statistics compiled by the individual countries, the methods and definitions differ in detail from country to country. The notes which follow indicate the main differences. Further information on the trade definitions used by Commonwealth and sterling countries and more detailed figures are given in the 'Statistical Abstract for the Commonwealth and Sterling Area' for 1961.

System of Trade. In the main the statistics relate to total imports and exports, including re-exports; the principal exceptions are Jordan and Gambia (imports for consumption) and Trinidad and Tobago and Iceland (imports for consumption and exports of home produced goods).

Valuation. Exports are generally f.o.b. Imports by most countries are valued c.i.f., the principal exceptions being imports into Australia, Republic of South Africa and the Federation of Rhodesia and Nyasaland which are valued f.o.b.

Coverage. The term 'imports (or exports) of the overseas sterling area' in Tables 1 and 2 means the sum total of the imports (or exports) recorded by each of the countries. It therefore includes the trade of overseas sterling countries with each other but excludes trade between the State of Singapore and the Federation of Malaya. Except in so far as the trade is recorded by partner countries the figures do not cover the trade in oil and other commodities of Kuwait and the British protected states in the Persian Gulf. The statistics of overseas sterling area exports therefore exclude exports of Middle East oil.

Certain adjustments of figures as recorded in the national returns have been made to secure greater uniformity of treatment. Thus the statistics relate to merchandise trade only; silver bullion has been included in merchandise but silver coin, gold coin and bullion, gold ores and unworked and partly worked gold are excluded. Gold bullion, semi-processed gold and material exported under the Atomic Energy Act are excluded from the Republic of South Africa's exports. Wherever practicable, transit and transhipment trade and ships' stores (including coal and other fuel), whether for foreign or national vessels, have been excluded.

Definition of 'Commonwealth', etc. The Commonwealth totals exclude the Republic of South Africa and South West Africa. Because the trade of Bechuanaland, Basutoland and Swaziland is included with that of the Republic of South Africa, Commonwealth totals also exclude the trade of those territories. The Southern Cameroons, previously included in the figures for Nigeria, are excluded from October 1, 1960. 'Overseas Sterling Area' refers to all sterling area countries except the United Kingdom. The figures of the overseas sterling countries trade with EFTA (excluding the United Kingdom) cover trade with Norway, Sweden, Denmark, Austria, Switzerland and Portugal.

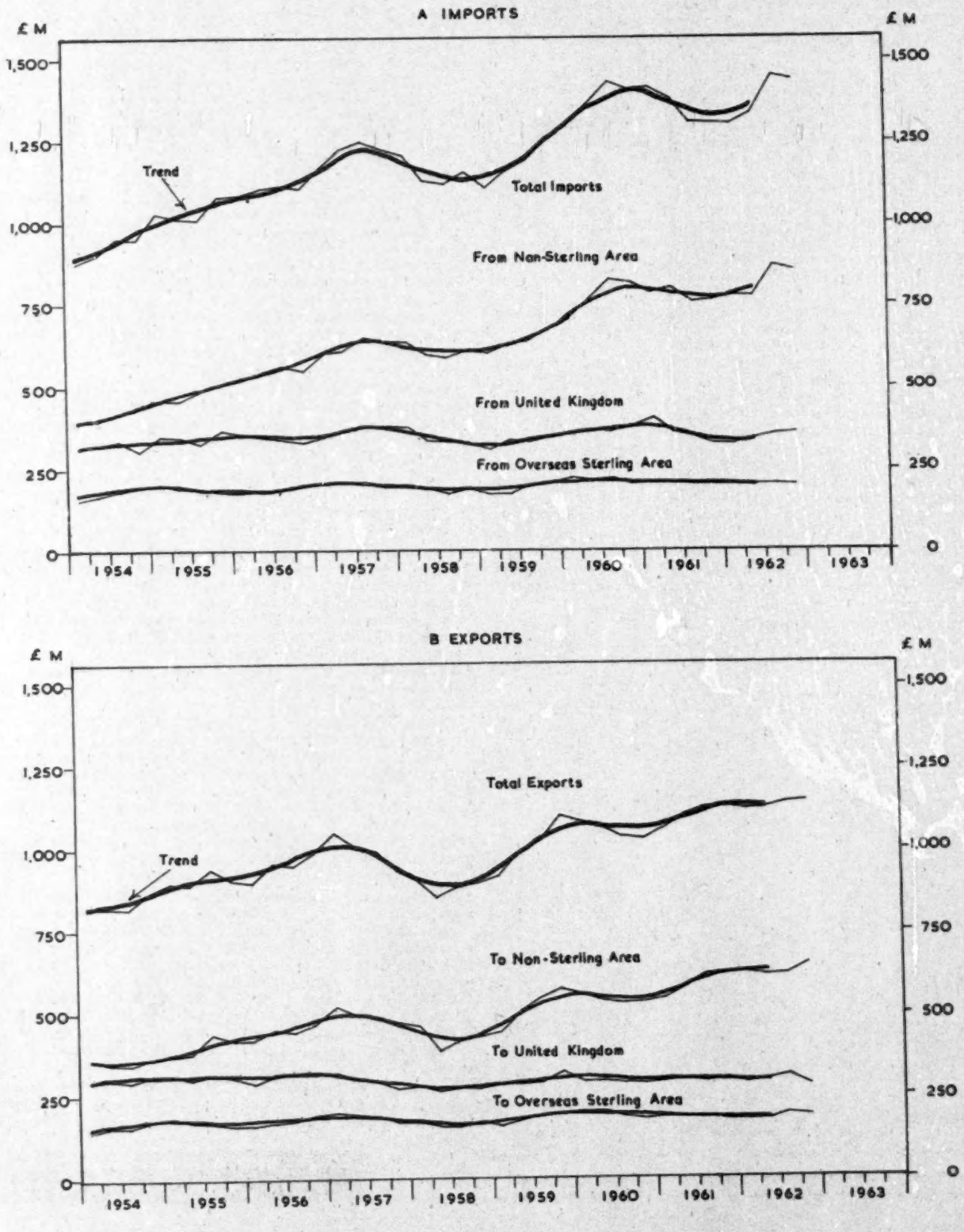
Commodity Exports (Table 5). Copper – the figures exclude certain shipments from South Africa for which values are not available separately and amount in thousand tons to 30 in 1956, 27 in 1957, 28 in 1958, 30 in 1959, 19 in 1960, 24 in 1961 and 22 in 1962. Figures in all years for the non-sterling area include shipments from Northern Rhodesia of blister copper purchased by the

(*Notes continued on page* 1141)

Overseas Sterling Area Trade (*Continued*)

TRADE OF THE OVERSEAS STERLING AREA

Quarterly Values, Seasonally Adjusted.



Overseas Sterling Area Trade (*Continued*)

United Kingdom but first consigned to non-sterling countries for refining.

Lead – SITC item 283-04 – Includes pig lead and lead bullion taken as 100 per cent. metal and lead ores and concentrates of varying metal content. The quantities of ores and concentrates are converted to show the estimated weight of recoverable lead but the values relate partly to the ore, etc. as such.

Provisional and Estimated Figures. Figures of imports and exports from individual national accounts, particularly in recent quarters, are in many instances, provisional and in a few cases it has been necessary to estimate trade. Revisions to previously published figures are embodied in the tables. Owing to the omission of Middle East oil exports and for other reasons, for example differences of timing and valuation, the total of inter-overseas sterling area trade measured by overseas sterling countries' imports differs from the total as measured by their exports.

Rounding of Figures. In all tables the totals shown are the aggregation of unrounded figures and will frequently not agree exactly with the addition of the rounded figures shown elsewhere in the tables.

Exchange Rates. The figures for any period are converted at the exchange rate ruling at that period.

Symbols Used. ' . . ' Not available. '–' Nil or less than half the final digit shown.

Table 1 – Direction of Trade of the Overseas Sterling Area

Quarterly Averages in £ million

	United Kingdom	Overseas Sterling Area	Total Sterling Area	North America	EEC	EFTA excluding United Kingdom (*c*)	Other Non-Sterling Countries	Total Non-Sterling Countries	WORLD
IMPORTS:									
1957	374	209	583	168	155	42	272	637	1,220
1958	353	195	548	161	146	38	265	611	1,159
1959	336	199	535	174	160	37	272	643	1,178
1960	370	220	590	232	191	45	317	785	1,375
1961	366	213	579	226	188	46	317	778	1,357
1962	352	212	564	247	184	46	341	819	1,383
1961 1st Quarter	406	202	608	247	194	46	302	788	1,396
2nd Quarter	373	221	594	245	198	45	330	818	1,412
3rd Quarter	342	213	555	208	176	46	309	739	1,295
4th Quarter	341	216	557	204	186	47	330	766	1,324
1962 1st Quarter	340	200	539	218	181	45	339	783	1,323
2nd Quarter	352	218	569	242	183	44	324	793	1,362
3rd Quarter	345	214	560	267	184	45	341	837	1,397
4th Quarter	372	217	589	262	191	49	362	863	1,453
EXPORTS (*a*) (*b*):									
1957	306	194	500	121	159	16	204	499	999
1958	286	174	460	111	129	15	179	434	894
1959	307	188	495	138	155	17	208	518	1,013
1960	314	203	517	135	161	21	230	547	1,064
1961	314	196	511	156	165	20	257	598	1,109
1962	310	198	507	175	173	21	263	632	1,139
1961 1st Quarter	314	194	508	138	167	20	236	562	1,069
2nd Quarter	316	196	512	164	163	20	270	617	1,129
3rd Quarter	302	204	506	164	152	19	263	599	1,106
4th Quarter	324	192	516	157	178	21	260	616	1,132
1962 1st Quarter	310	194	504	165	191	22	257	636	1,140
2nd Quarter	320	194	514	170	180	20	277	647	1,161
3rd Quarter	303	206	509	182	143	21	249	596	1,105
4th Quarter	305	196	502	181	180	20	267	648	1,150

(*a*) Exports include re-exports. (*b*) Exports of Middle-East oil are excluded throughout the tables. (*c*) Not including Finland.

(*Tables continued on next page*)

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Overseas Sterling Area Trade (*Continued*)

Table 2 – Trade of the Commonwealth and Sterling Area

Quarterly Averages in £ million

	1959	1960	1961	1962	1961				1962				1963	
					1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	1st Quarter	
IMPORTS (*a*):														
United Kingdom (*b*)	996	1,135	1,099	1,123	1,156	1,116	1,044	1,080	1,125	1,125	1,106	1,137	1,144	
Overseas Sterling Area	1,178	1,375	1,357	1,383	1,396	1,412	1,295	1,324	1,323	1,362	1,397	1,453		
Australia	165	211	187	202	227	192	168	160	183	195	219	210	210	
Ceylon	38	37	32	31	32	29	37	31	27	34	35	29	17	(*e*)
East Africa	32	35	35	35	34	34	36	36	34	36	33	38		
Ghana	28	32	35	30	38	35	32	36	28	28	30	33	34	
Hong Kong	77	92	93	104	89	99	90	95	106	103	99	108	107	
India	176	204	201	199	201	219	181	205	194	200	194	208	179	
Irish Republic	53	57	65	68	66	67	62	66	67	67	65	74		
Jamaica	17	19	19	20	20	18	18	20	19	19	19	22		
Malaya	30	38	39	44	35	38	41	42	44	42	43	46		
Mediterranean Territories (*c*)	19	19	20	21	19	19	19	22	20	20	22	23		
New Zealand	58	70	81	68	82	89	86	66	60	71	68	72	72	
Nigeria	45	54	56	51	57	54	52	59	49	45	50	59	48	(*e*)
Pakistan	32	58	57	66	55	63	57	55	61	61	76	55		
Rhodesia and Nyasaland	38	39	39	36	39	40	38	37	37	36	35	34	32	(*e*)
Singapore	91	94	94	96	91	99	97	91	93	101	95	98		
South Africa (*d*)	122	139	126	128	141	134	113	115	125	125	131	132	120	
Trinidad and Tobago	23	26	30	32	29	29	29	32	31	29	30	35	30	(*e*)
Other	135	149	148	152	141	154	138	156	143	150	151	165		
STERLING AREA	2,174	2,510	2,455	2,506	2,552	2,528	2,338	2,403	2,448	2,487	2,503	2,589		
STERLING COMMONWEALTH (*f*)	1,950	2,258	2,215	2,253	2,301	2,273	2,115	2,169	2,205	2,241	2,251	2,317		
CANADA	511	503	508	522	464	535	490	544	499	556	513	521	469	
COMMONWEALTH (*f*)	2,461	2,761	2,723	2,775	2,765	2,808	2,605	2,713	2,704	2,797	2,764	2,838		
EXPORTS (*a*):														
United Kingdom (*b*)	865	924	960	987	976	974	915	975	970	1,025	935	1,019	1,038	
Overseas Sterling Area	1,013	1,064	1,109	1,139	1,069	1,129	1,106	1,132	1,140	1,161	1,105	1,150		
Australia	179	176	208	210	195	217	196	225	217	220	183	220	226	
Ceylon	32	33	32	34	33	31	33	31	30	34	37	35	30	(*e*)
East Africa	33	36	34	35	38	33	31	33	37	29	37	37		
Ghana	26	26	26	26	28	31	26	19	34	31	22	17	27	
Hong Kong	51	62	61	69	60	58	63	64	67	65	69	74	73	
India	116	119	124	126	121	118	126	131	121	114	136	135	141	
Irish Republic	32	38	45	44	43	42	49	47	43	39	46	47		
Jamaica	12	14	15	16	15	17	15	14	15	19	17	14		
Malaya	49	60	55	55	50	53	64	55	57	56	56	51		
Mediterranean Territories (*c*)	6	6	6	7	6	7	5	6	6	9	6	5		
New Zealand	73	76	71	71	77	81	65	59	83	82	54	66	75	
Nigeria	41	42	43	42	43	44	50	37	46	47	38	37	40	(*e*)
Pakistan	29	35	36	35	40	29	32	42	36	28	36	42		
Rhodesia and Nyasaland	47	51	52	52	41	58	54	54	48	56	58	48	43	(*e*)
Singapore	75	73	66	67	63	67	66	68	66	67	67	67		
South Africa (*d*)	93	96	107	108	105	107	102	116	106	117	102	107	106	
Trinidad and Tobago	20	23	27	28	29	29	28	25	29	30	25	28		
Other	100	98	100	114	86	107	100	109	100	120	117	119		
STERLING AREA	1,878	1,988	2,069	2,126	2,046	2,103	2,020	2,107	2,110	2,185	2,039	2,169		
STERLING COMMONWEALTH (*f*)	1,725	1,826	1,887	1,931	1,874	1,921	1,840	1,915	1,921	1,981	1,849	1,973		
CANADA	477	495	519	529	454	509	546	567	473	537	533	572	492	
COMMONWEALTH (*f*)	2,202	2,321	2,407	2,460	2,328	2,429	2,386	2,483	2,394	2,517	2,383	2,545		

(*a*) For valuation see statistical notes. (*b*) Values for 1961 and 1962 include revised estimated average values for parcel post. The 1960 figures have been recalculated on the new basis. Excluding exposed cinematograph film in 1959. (*c*) Cyprus, Gibraltar, Malta. (*d*) Includes South-West Africa and also the Southern African Territories of Basutoland, Bechuanaland, and Swaziland (see also footnote (*f*)). (*e*) January-February at quarterly rate. (*f*) Excludes South and South-West Africa; also excludes the Southern African Territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1960 was of the order of £10-£11 million.

(*Tables continued on next page*)

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Overseas Sterling Area Trade (*Continued*)

Table 3 – Principal Exports of the Overseas Sterling Area

Quarterly Averages in £ million

	Raw Wool	Raw Cotton (*a*)	Raw Jute	Wheat	Raw Sugar (*b*)	Lead (*c*)	Tin	Copper	Raw Cocoa	Raw Coffee	Tea	Natural Rubber (*d*)
1957	142·6	17·4	14·7	8·7	26·9	10·0	15·0	26·3	20·3	12·0	44·7	68·4
1958	91·5	16·5	15·7	5·2	23·6	7·3	9·2	21·6	24·0	11·7	49·4	62·6
1959	106·8	12·9	13·3	10·0	22·9	7·0	9·8	33·5	28·4	10·8	45·9	89·3
1960	108·3	14·4	15·2	13·3	23·8	6·4	16·3	37·8	26·9	10·7	46·1	92·3
1961	112·3	14·2	16·8	27·7	26·8	5·8	18·5	35·3	27·0	10·2	47·1	72·6
1962 (*e*)	112·5	12·4	14·6	21·9	29·9	6·8	19·5	34·0	26·8	11·4	48·1	69·8
1961 1st Quarter	120·2	15·2	22·5	24·6	18·4	5·5	15·8	32·4	32·5	13·9	43·8	70·9
2nd Quarter	118·4	18·3	7·4	31·1	28·0	5·5	19·8	39·5	31·5	10·3	35·4	69·6
3rd Quarter	82·1	12·6	12·8	32·6	33·5	6·0	20·4	34·4	27·7	7·8	53·2	75·7
4th Quarter	130·6	10·9	24·4	22·4	27·2	6·3	18·1	34·9	16·3	9·0	55·8	74·3
1962 1st Quarter	130·3	15·0	16·6	27·2	16·2	6·5	20·6	36·9	37·0	13·2	43·9	72·1
2nd Quarter	116·1	12·8	10·0	31·6	27·7	7·5	19·5	32·2	36·7	8·1	35·7	71·3
3rd Quarter (*e*)	72·5	13·6	11·1	18·1	41·0	7·0	20·0	34·0	18·2	12·6	56·8	66·8
4th Quarter (*e*)	131·2	8·3	20·8	10·8	34·9	6·2	17·7	32·7	15·2	11·7	55·9	68·9

	Cotton Piece-goods	Jute Goods	Meat and Meat Prepara-tions (*f*)	Dairy Products (*g*)	Hides and Skins (*h*)	Timber	Iron Ore	Fruit	Tobacco and Manu-factures	Rice (*i*)	Vegetable Oils	Oilseeds and Nuts
1957	16·0	23·3	34·1	25·4	17·9	9·4	5·3	22·8	9·7	15·6	13·9	19·6
1958	12·4	21·5	40·9	21·2	15·5	9·8	4·9	26·6	10·5	13·3	11·6	21·6
1959	15·5	24·8	46·6	32·3	22·4	12·2	6·4	24·0	11·6	15·9	14·0	25·3
1960	17·5	29·5	43·8	27·8	21·5	15·4	8·4	25·5	12·9	15·7	12·6	23·9
1961	16·8	32·7	46·0	27·3	21·1	15·2	9·2	25·1	14·2	16·9	12·4	24·5
1962 (*e*)	15·1	33·8	50·7	27·4	21·5	15·6	9·6	28·1	15·2	19·1	11·8	23·6
1961 1st Quarter	17·6	27·2	45·7	30·1	20·4	15·9	7·3	23·1	8·2	12·0	12·3	23·6
2nd Quarter	17·1	36·7	47·6	29·1	21·6	14·7	11·1	37·7	20·9	22·8	13·8	24·6
3rd Quarter	16·6	33·7	44·7	25·9	22·0	16·0	10·0	24·1	18·2	20·0	12·3	27·1
4th Quarter	15·9	33·0	45·8	33·0	20·5	14·3	8·4	13·5	9·7	12·8	11·1	22·5
1962 1st Quarter	16·8	30·0	52·7	29·3	21·8	14·8	8·8	23·7	7·8	21·6	11·3	25·3
2nd Quarter	13·2	30·5	43·7	24·1	21·9	16·1	10·8	43·5	23·3	26·1	12·2	21·8
3rd Quarter (*e*)	14·6	37·3	54·1	20·0	20·8	15·7	10·6	25·3	19·7	16·4	12·6	23·9
4th Quarter (*e*)	15·7	37·2	52·4	36·3	21·4	..	8·0	20·0	10·1	12·5	11·0	23·5

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Including values of other metals found with lead in complex concentrates. See Statistical Notes. (*d*) Excluding gutta-percha and jelutong. Total exports of rubber from Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Indonesia) were valued at £19·2 million in the fourth quarter of 1962. (*e*) Partly estimated. (*f*) Exports of meat from South Africa are excluded. (*g*) Milk, cream, butter, cheese and eggs. (*h*) Including hides and skins exported from India in the rough tanned condition. Excluding fur skins. (*i*) Revised to include Australian unprepared rice.

EXPORT DRIVE

For trade with the East consult

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Wholesale Prices

Output Prices Steady in April

PRICES OF MANUFACTURED products sold on the home market showed no change, in April, for the third consecutive month. In the food sector prices over this period have come back a little. In the non-food sector there has been a continual slight rise though the rate of increase is now very slow and amounts to no more than 1 per cent. since the first quarter last year.

The trend in basic materials and fuel prices is uncertain. After easing back in February and March, they went ahead again in April. At 102·1, the index was much the same as the first quarter average and compared with 100·4 in the fourth quarter last year and 99·5

1. Materials Purchased by Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962				1963	1962					1963			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	101·6	100·9	99·5	100·4	102·0*	101·6	99·0	99·5	100·4	101·5	102·4	102·0*	101·6*	102·1*
	Basic materials	97·1	96·3	94·7	95·7	97·4*	97·1	94·1	94·7	95·6	96·8	97·9	97·4*	97·0*	97·5*
	Fuel	136·5	135·9	136·4	137·1	137·2*	136·5	136·6	136·6	137·2	137·4	137·2	137·2*	137·2*	137·2*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	104·0	103·3	102·2	102·5	103·5*	103·8	101·9	102·1	102·6	102·9	103·6	103·3*	103·7*	103·9*
	Basic materials other than fuel	98·3	97·5	96·2	96·5	97·7*	98·0	95·9	96·1	96·6	96·8	97·8	97·4*	97·8*	98·0*
211 to 229	Materials and fuel used in the food manufacturing industries.	96·4	95·1	93·5	96·1	98·7*	96·2	93·0	94·0	95·7	98·5	99·6	99·0*	97·5*	98·2*
263 to 277	Materials and fuel used in the chemicals and allied industries.	106·0	104·8	104·3	104·3	105·1*	105·1	104·3	103·9	104·3	104·6	104·6	105·1*	105·7*	105·9*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	129·6	130·3	130·2	130·5	130·5*	130·4	130·1	130·4	130·5	130·5	130·5	130·6*	130·5*	130·6*
361	Materials and fuel used in the electrical machinery industry.	119·5	120·2	120·1	120·3	120·4*	120·2	120·1	120·2	120·4	120·4	120·4	120·4*	120·4*	120·5*
Order X	Materials and fuel used in the textile industries	91·5	91·6	90·5	91·4	94·5*	91·9	90·1	90·6	91·4	92·3	94·4	94·2*	94·9*	95·1*
Order XIV	Materials and fuel used in the timber industries	109·6	109·0	109·1	108·9	109·1*	109·0	109·1	109·0	108·8	108·9	109·1	109·1*	109·1*	109·2*
Order XV	Materials and fuel used in the paper industries	107·4	106·9	104·8	104·2	105·2*	106·9	104·9	103·6	104·6	104·5	105·0	105·2*	105·3*	105·5*
Order XVII	Construction materials	119·8	120·5	120·6	120·8	121·0*	120·4	120·6	120·8	120·8	120·9	120·9	120·9*	121·0*	121·1*
Part of Order XVII	House building materials	119·6	120·1	120·4	120·6	120·7*	120·1	120·4	120·6	120·5	120·6	120·6	120·7*	120·8*	120·8*

* Provisional figure.

2. Output of Broad Sectors of Industry — 1954 = 100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1962				1963	1962					1963			
		1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	Apr.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April
Orders III to XVI	All manufactured products: Total sales	117·5	117·6	118·3	118·7	118·9*	117·5	118·5	118·7	118·7	118·8	118·9	119·0*	118·9*	119·0*
	Home market sales	118·1	118·3	118·8	119·2	119·4*	118·2	119·0	119·1	119·1	119·3	119·4	119·4*	119·4*	119·4*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	118·9	119·0	119·6	120·1	120·2*	118·9	120·0	120·1	120·1	120·1	120·1	120·2*	120·2*	120·2*
	Home market sales	120·2	120·3	120·8	121·1	121·2*	120·2	121·1	121·1	121·1	121·0	121·1	121·2*	121·2*	121·3*
211 to 229	Products of the food manufacturing industries: Home market sales	110·2	110·6	111·5	112·3	113·2*	110·4	111·7	111·8	112·0	113·1	113·4	113·4	112·9*	113·0*
263 to 277	Chemicals and allied industries: Total sales	103·1	102·7	102·4	102·2	102·4*	103·0	102·7	102·4	102·0	102·1	102·4	102·2*	102·5*	102·5*
	Home market sales	105·1	104·6	104·2	103·9	104·1*	104·9	104·5	103·8	103·9	104·1	103·9	104·0*	104·3*	104·4*
311 and 312	Iron and steel industries: Total sales	127·6	129·0	129·0	129·0	129·0*	128·8	128·9	129·1	128·8	129·2	129·1	129·0	129·0*	128·9*
	†Home market sales	131·8	133·9	133·8	133·8	133·9*	133·9	133·8	133·8	133·8	133·8	133·9	133·9	133·9	133·7*
Order X	Textile industries other than clothing: Total sales	104·1	103·7	103·7	103·9	104·8*	103·8	103·8	103·5	103·8	104·5	104·7	104·9	104·8*	104·9*
	Home market sales	102·7	102·5	102·4	102·5	102·9*	102·5	102·4	102·3	102·5	102·6	102·7	103·1	103·0*	103·1*
Order XII	Clothing and footwear: Home market sales	109·9	110·6	110·6	110·6	110·5*	110·4	110·6	110·6	110·6	110·5	110·5	110·5	110·5*	110·5*
Order XIV	Timber industries: Home market sales	112·2	112·0	112·0	112·1	112·0*	112·0	112·1	112·1	112·1	112·1	112·1	112·0*	112·0*	112·0*
481 to 483	Paper industries: Home market sales	111·1	111·1	111·0	111·1	111·3*	111·1	111·1	111·1	111·1	111·0	111·3	111·3	111·3*	111·4*
Order XVII	New construction‡	121	122	123	123	125*		123			123			125*	

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3)(a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs; figures relate to average for the quarter.

Wholesale Price Index Numbers (*Continued*)

in the third quarter. Prices in both the food and non-food sectors advanced in April.

Materials and Fuel used in Broad Sectors of Industry

The index of basic materials and fuel used in the food manufacturing industries rose by 0·7 per cent. due largely to higher prices for sugar. There were small increases in the indices for each of the other sectors of manufacturing industry. There has been a perceptible rise during 1963 in the index for the chemicals and allied industries and for the textile industries. The indices for the two engineering sectors have shown little change since last October and are only fractionally higher than a year ago.

Output of Broad Sectors of Industry

Output prices of the food manufacturing industries increased marginally in April, although remaining below the January and February levels.

In the non-food sector, the price index of home market sales of the chemicals and allied industries increased again to 104·4 compared with 103·9 in January but it was still below the 104·9 of April of last year. There were slight rises in the index for the textile industries other than clothing and for the paper industries, and both these indices were higher than a year ago. Output prices of the iron and steel industries fell a little in April and were lower than a year ago. Those of the other sectors of industry were unchanged from the previous month.

3 (a). Commodities Produced in the United Kingdom — 1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 15, 1963. (monthly averages)

	1962		1963		
	April	Oct.	Feb.	March	April
Coal†	151·5	150·6	155·8	155·9*	155·9*
Slates	141·1	150·7	150·7	150·7	150·7
Salt	114·0	114·3	114·3	114·3	114·0
Flour	113·0	111·9	110·9	110·9	110·9
Sugar, refined	112·0	115·0	128·7	129·3	133·9
Chocolate and sugar confectionery	102·1	105·7	105·8	105·8*	105·8*
Beer	101·9	102·9	103·7	103·7*	103·7*
Tobacco and cigarettes	126·8	126·8	126·8	126·8	126·8
Hard coke	164·0	164·0	164·0	164·0	164·0
Motor spirit, standard grade (including duty)	109·4	109·4	109·4	109·4	109·4
Medium fuel oil (950 secs.)	139·5	§138·9	138·9	138·9	138·9
Lubricating oils and greases	124·2	126·6	126·6	127·4	128·0
General chemicals	102·3	§100·8	98·9	98·9*	98·7*
Pharmaceutical chemicals	71·9	68·6	66·1	66·1	65·8
Pharmaceutical preparations	98·2	98·7	98·5	98·4	98·5*
Toilet preparations	122·5	125·8	128·3	128·2	128·2*
Paint for building and decorating	112·9	112·9	112·9	113·5*	113·5*
Soap	133·9	134·1	134·8	135·2*	135·3*
Soapless detergents	98·4	98·4	100·8	100·7	100·7
Synthetic resins and plastic materials	78·1	78·1	77·6	77·6*	77·6*
Steel sheets	133·9	133·7	133·7	133·7	133·7
Tinplate	120·8	§120·3	120·3	120·3	119·8
Other steel goods (excluding tubes)	133·4	133·3	133·5	133·5	133·3*
Steel tubes	138·8	138·7	138·7	138·7	138·8
Iron castings	141·6	143·1	143·1	143·1	143·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	132·3	132·3	132·3	132·3	132·3
Rolled	122·8	122·8	122·8	122·8	122·8
Castings	128·8	128·3	128·3	129·1	130·5*
Forgings	128·7	128·7	128·7	128·7	128·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	103·0	94·9	95·6	96·1	96·9
Photographic paper and films, etc.	117·8	120·4	123·2	123·2	123·2*
Spectacles, etc.	115·6	121·5	121·5	122·3	122·3*
Dental goods	126·5	128·9	129·7	130·1	130·1*
Gramophone records	116·3	117·2	119·9	119·9	119·9*
Domestic electrical appliances	101·5	100·5	99·4	99·4*	99·4*
Perambulators, etc.	119·2	120·6	121·4	121·4	121·4*
Tools and implements	135·4	136·7	137·9	137·9*	137·9*

	1962		1963		
	April	Oct.	Feb.	March	April
Cutlery	127·7	128·4	129·9	130·0*	130·0*
Cutlery (other than razors and razor blades)	120·6	121·6	126·3	126·5*	126·5*
Spoons and forks	134·1	137·2	140·5	140·5*	140·5*
Galvanized cisterns, tanks and cylinders	145·0	145·0	145·0	145·0	145·0
Domestic hollow-ware	138·3	138·1	138·5	138·5*	138·8*
Domestic gas appliances	108·3	110·8	110·8	109·9	109·9
Cotton yarn	90·9	89·4	88·8	88·5	88·5*
Spun rayon yarn	91·8	90·8	91·1	91·4	91·6*
Irish linen yarns (wetspun)	101·1	103·6	110·0	110·0*	110·0*
Cotton cloth	97·6	95·2	95·5	95·3	95·1*
Linen	103·9	106·6	110·5	111·9	111·9*
Rayon and acetate fabric	113·4	111·6	111·3	111·2	111·1
Wool tops	79·3	77·7	84·7	85·5	87·8
Worsted yarns	89·7	88·2	94·4	94·5	95·8
Harris tweed	100·0	100·0	100·0	100·0	100·0
Serge cloth	90·8	91·0	95·0	94·9	95·7
Jute yarn	111·3	107·7	105·7	104·2	104·2
Jute piece-goods	109·0	108·7	107·1	105·9	105·9
Rope, twine and net	111·8	110·9	113·8	119·0	119·9*
Hosiery and other knitted goods	95·8	95·3	94·9	94·9*	95·1*
Carpets and rugs	113·8	119·1	119·1	119·1	119·1*
Canvas goods and sacks	108·6	108·7	107·9	103·4	102·1
Leather for footwear	105·3	105·4	105·2	105·2*	105·2*
Travel goods	117·3	118·1	118·7	118·7	118·7*
Made-up clothing	109·6	109·7	109·6	109·5*	109·6*
Weatherproof outerwear	102·4	102·0	102·1	102·1*	102·2*
Men's and boys' tailored outerwear	111·3	111·4	111·2	111·2	111·2
Women's and girls' tailored outerwear	106·8	108·0	107·0	107·1*	107·1*
Women's and girls' light outerwear	107·8	107·8	108·4	108·4*	108·4*
Footwear (excluding rubber)	111·9	112·2	112·1	112·2*	112·2*
Refractory goods, including bricks	136·8	144·6	144·6	144·6	144·6*
Non-refractory goods, including bricks	122·7	123·1	123·1	123·1	123·3*
Building bricks, common, other than fletton, *ex works.*	124·4	124·4	124·7	124·7	124·7*
Building bricks, fletton common, *delivered.*	115·8	115·8	115·8	115·8	115·8
Electrical porcelain	122·5	123·8	123·8	123·8	123·8
Domestic china and earthenware	128·4	135·5	135·5	135·5	135·5
Glass (other than containers)	128·6	128·6	129·0	129·0*	129·0*
Glass containers	122·3	122·3	122·3	122·3*	122·3*

† This index is based on prices ruling on the last day of the month.
* Provisional figure.
§ Revised figure.

(*Tables continued on next page*)

Wholesale Price Index Numbers (*Continued*)

3 (a). (*Continued*). Commodities Produced in the United Kingdom — 1954 = 100

(monthly averages)

	1962		1963		
	April	Oct.	Feb.	March	April
Cement, delivered	120·0	120·0	120·0	120·0	120·0
Abrasive paper and cloth	123·4	123·4	125·2	125·2	125·2
Cast stone and cast concrete products	109·0	109·0	109·1	109·1	109·1*
Home-grown hardwood	97·4	97·4	97·4	97·4	97·4*
Domestic furniture	116·8	116·4	116·3	116·3*	116·3*
Bedding, etc.	109·1	109·2	109·1	109·1	109·1
Wooden boxes, packing cases, crates, etc.	113·7	114·8	115·2	115·2*	115·2*
Paper and board	109·4	109·8	109·7	109·7*	109·7*
Cardboard boxes, cartons and fibreboard packing cases.	109·9	109·7	110·2	110·1	110·1*
Wallpaper	131·2	131·2	131·2	131·2	131·2
Paper bags	112·2	112·2	112·2	112·2	112·2
Manufactured stationery	118·1	118·2	119·1	119·4*	119·4*
Other manufactures of paper and board	102·6	102·1	102·1	102·1	102·1*
Rubber tyres and tubes	121·1	120·2	122·6	123·4	123·4
Rubber goods (other than tyres and tubes)	116·2	115·2	115·3	115·8*	115·9*
Rubber footwear	125·9	125·9	125·9	125·9	125·9
Linoleum and felt base	126·9	126·5	126·5	126·5	126·5
Brushes and brooms	127·8	131·7	134·0	135·2	135·2*
Toys and games	116·9	116·6	118·1	118·1*	118·2*
Sports equipment	129·1	129·1	133·8	133·8*	133·8*
Pens and pencils	112·7	112·7	113·3	113·3*	113·3*
Other stationers' goods	125·5	126·9	126·9	126·9	126·9
Plastic mouldings	102·0	102·1	103·5	103·5*	103·5*

* Provisional figure.

3 (b). Commodities Wholly or Partly Imported into the U.K. — 1954 = 100

(monthly averages)

	1962		1963		
	April	Oct.	Feb.	March	April
Hides and skins	97·7	90·8	82·6	82·7*	80·4*
Imported	105·4	98·7	90·9	92·5*	88·8*
Native	86·1	78·9	70·2	67·9	67·9*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	115·4	115·4	115·4	115·4	115·4
Copper, ex-ship, wharf or warehouse	94·2	94·2	94·2	94·2	94·2
Lead, ex-ship, wharf or warehouse	62·7	54·9	56·7	57·8	60·0
Nickel, refined, delivered	135·6	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent., settlement price	131·9	118·9	118·3	118·9	122·3
Zinc, ex-ship, wharf or warehouse	88·7	84·4	88·9	91·5	94·8
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	143·8	122·6	110·4	115·2	113·4
Palm oil, c.i.f., in bulk	93·4	84·5	93·3	93·3	93·3
Whale oil, acid, soft, naked, ex-works	72·1	65·5	54·9	59·8	70·2
Pyrites, c.i.f., United Kingdom ports	58·0	58·0	56·6	56·6	56·6
Rubber, No. 1 R.S.S. one month future	116·3	114·1	116·0	111·6	111·6*
Sulphur, crude (for acid making), c.i.f.	74·1	74·1	67·8	67·8	67·8
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	160·1	156·7	154·9	154·3	154·6
Cotton, raw	73·7	72·1	72·0	71·9	71·7
Jute, raw, 'Mill Lightrings', c.i.f. Dundee	122·8	116·4	129·3	126·7	124·6
Jute, raw, 'Mill Hearts', c.i.f. Dundee	110·6	113·0	112·5	111·8	110·7
Silk, raw, delivered mill	114·3	126·1	165·3	170·6	168·5*
Sisal, East Africa No. 1 Grade, c.i.f. London	114·4	123·1	160·4	171·0	172·7
Wool, raw	78·7	75·2	82·9	84·7	86·0*
Crossbred, medium and coarse, c.i.f. U.K.	84·5	82·3	88·9	90·7	93·3
Crossbred, fine, c.i.f. U.K.	79·2	75·2	85·2	87·2	88·2
Merino, c.i.f. U.K.	75·1	71·2	79·0	81·2	82·4
Timber:					
Imported hardwood (ex-yard or wharf)	110·3	108·5	109·7	109·6	109·7*
Imported plywood (delivered to consumers)	99·2	97·8	99·0	99·2	99·2*
Imported softwood (delivered to consumers)	104·2	103·7	103·5	103·4	103·4*
Woodpulp, imported	96·0	91·0	93·6	93·6	93·6

* Provisional figure.

Notes on Wholesale Prices

In future, the notes on index numbers of wholesale prices (1954 = 100) will be published only in the annual article, which normally appears in February. They were last published in the issue of February 15, 1963.

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 202, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7299 or 7250.

INSURE WITH
The LONDON & LANCASHIRE Insurance Co. Ltd
CHIEF ADMINISTRATION
7 CHANCERY LANE, LONDON, W.C.2

Recovery in Catering Turnover in March

AFTER THE POOR results during the severe weather early in the year the catering trades recovered in March and turnover was 4 per cent. higher than a year earlier compared with a fall of 2 per cent. in February and no change in January. During the first quarter as a whole, however, turnover was only 1 per cent. higher against an increase of 4 per cent. in the fourth quarter of 1962. Although Easter was a week earlier this year than last, it was in April in both years and its varying date is not likely to affect the validity of comparisons on a year-earlier basis.

The three broad kinds of business, public houses, licensed hotels, and restaurants, etc., each of which had lower turnover than a year earlier in February, showed increases in March and canteens and catering contractors showed a larger increase than in February.

Catering Trades

Index numbers of turnover per week and percentage changes on a year earlier

1960 = 100

Kind of Business (Turnover in 1960 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1960	100	83	102	115	101	82	81	85	96	98	111	118	120	107	97	91	111
	1961	107	90	109	124	108	87	88	94	101	108	115	124	130	118	106	98	117
	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	96(a)	96				94	93	100									
	1962	+5	+6	+6	+4	+4	+7	+7	+3	+7	+1	+9	+5	+4	+3	+5	+5	+2
	1963	+1(a)	+1				Nil	—2	+4									
Licensed hotels and holiday camps: (£169 million)	1960	100	67	105	139	89	65	65	72	91	97	123	141	150	128	105	77	86
	1961	107	72	112	149	95	66	68	78	95	107	130	149	161	138	113	82	91
	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	76(a)	76				69	72	85									
	1962	+6	+7	+6	+6	+4	+8	+7	+7	+3	+2	+10	+8	+5	+6	+4	+6	+2
	1963	Nil(a)	Nil				—3	—2	+2									
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1960	100	84	103	120	93	82	82	86	94	97	115	124	130	108	95	91	94
	1961	106	90	109	126	99	88	88	94	100	108	117	127	138	116	101	97	98
	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	94(a)	94				89	92	99									
	1962	+3	+4	+3	+3	+3	+4	+6	+2	+4	—1	+5	+2	+2	+4	+5	+3	+3
	1963	Nil (a)	Nil				—3	—2	+4									
Public houses (£711 million)	1960	100	83	102	110	106	82	81	85	98	97	108	114	114	102	95	91	126
	1961	109	92	108	120	114	89	90	95	103	109	112	120	126	115	106	99	133
	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	98(a)	98				98	94	101									
	1962	+5	+6	+8	+4	+4	+9	+8	+2	+10	+1	+11	+6	+5	+3	+7	+5	+1
	1963	+1(a)	+1				+1	—3	+4									
Canteens and catering contractors (£102 million)	1960	100	104	97	93	106	105	106	102	95	102	94	94	85	99	106	110	103
	1961	105	108	103	99	111	109	108	105	104	104	102	103	87	105	110	115	109
	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	118	110
	1963	120(a)	120				119	122	120									
	1962	+3	+5	+3	+2	+2	+4	+6	+5	nil	+6	+2	—1	+4	+3	+2	+3	+1
	1963	+7(a)	+7				+5	+6	+8									

(a) Cumulative figure for January to March compared with corresponding period of 1962.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, May 10, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time (minutes)	Date of Registration
		BRITISH			
The Fur Collar	Rank Film Distributors Ltd.	Albatross Productions Ltd.	Br/E 28446	68	May 6
North to the Dales	New Realm Pictures Ltd.	British Railways Board	Br/E 28449	19	May 6
London for a Day	"	"	Br/E 28450	14	May 6
Sea Dream	Saxon Film Co. Ltd.	Plymouth Films Ltd.	Br/E 28451	15	May 7
Look at Life Series 17: *The Destroyers*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28452	10	May 7
Market Day	"	"	Br/E 28453	8	May 8
The Small World of Sammy Lee	Bryanston Films Ltd.	Elgin Films Ltd.	Br/E 28454	107	May 8
The Mouse on the Moon	United Artists Corporation Ltd.	Walter Shenson Films Ltd.	Br/E 28456	85	May 10
Look at Life Series 17: *Men of the Woods*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28457	9	May 10
Calculated Risk	Bryanston Films Ltd.	McLeod Productions Ltd.	Br/E 28458	72	May 10
Pathe News 63-37	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28020	8	May 10
Pathe News 63-38	"	"	Br/E 28021	9	May 10
Movietone News 1769A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27967	7	May 10
Movietone News 1770	" "	" "	Br/E 27968	7	May 10
		FOREIGN			
Duel of the Titans	British Lion Films Ltd.	Titanus S.p.A.	F 28445	88	May 6
The White Suit	E. J. Fancey Productions Ltd.	ASPA Producciones Cinematograficas S.A.	F 28447	79	May 6
Captain Blood	"	Consortium Pathe	F 28448	95	May 6
Queen of the Nile	S.F. (Film) Distributors Ltd.	Max Productions	F 28455	85	May 9

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
May 22 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton, Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).

The above sale will include marine engines and spares, generating sets, bomb trolleys, vehicle tyres, pilot and wall clocks, aluminium containers, carpenters', fitters' and tinsmiths' tools, camp kits, carpets and rugs, furniture, blankets, mattresses, vehicle and electrical spares.

June 19 .	Huts and buildings including Nissen and Laing types, cable and bulk oil installations.	Royal Air Force Station, Clyffe Pypard, Swindon, Wilts.	Thompson, Noad & Phipps, 39 Market Place, Chippenham, Wiltshire. (Tel.: Chippenham 2271-2).
June 20 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).
July 11 .	Miscellaneous stores and equipment .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel.: Carlisle 26292).
Aug. 28 .	Miscellaneous stores and equipment .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel.: Stafford 2331).
Sept. 12 .	Miscellaneous stores and equipment .	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

Disposal of Assets at C. & R. Sites

Geering and Colyer will sell by public auction on the dates indicated and at the Royal Air Force sites listed below, operational equipment including air conditioning and refrigeration plant, electric meters, water pumps, fans, heaters, compressors, etc., RSJ gantries and girders, teak flooring, electricity supply cable, sanitary items, doors and miscellaneous items.

1963
May 21 . Margate, Kent.
June 11 . St. Margarets Bay, Kent.

Catalogues (free) may be obtained within fourteen days of the sale dates from Geering & Colyer's offices at: Ashford (Tel.: 25), Hawkhurst and Tunbridge Wells, Kent; Rye, Heathfield and Wadhurst, Sussex.

Tender Sales

Tenders are invited for the purchase and removal of:

(a) 'B' type timber hutting and other erections at R.A.F., Cranwell.

(b) Houchin frequency changers, complete with motors, alternators, motor control panels, alternator panels and ancillary equipment at Royal Air Force Stations in Yorkshire.

(c) Two type T.2 hangars, approximate size 240 ft. by 120 ft., five Nissen huts and two petrol installations (both 12,000-gallon) with ancillary equipment at Chilbolton, near Andover, Hants.

(d) Electrical motors, 415 volts, and electrical hydraulic equipment.

Apply within seven days of the date of this advertisement to Air Ministry (C.19a), Turnstile House, London, W.C.1.

War Office

1963	Stores	Location	Auctioneer
May 23 .	Vehicles and miscellaneous stores . .	W.D. Storage Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd., (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel.: Bridgeton 2447).
May 27-30 .	Machine tools and miscellaneous stores including:	W.D. Storage Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyd's Avenue, London, E.C.3.

S.S. & S.C. lathes; milling, shaping and flexible shaft grinding machines; woodworking machinery; generating station equipment including: transformers up to 1,000 kVA by B.T.H., Bush, Ferranti, etc., oil circuit breakers, feeder panels, control panels, synchronizing panels, station switchboard (415/240 v.-3Ph.50 c/s 4" wire AC11 panel 2,400 kW). Petrol and diesel electric generating sets; 45 tons steel piling frames; heavy double drum winches; diesel marine engines and spares; gravity roller conveyors; electric motors. Diesel and petrol concrete mixers size 7NT; Muirhill dumpers; Marshall 8/10 ton petrol road rollers and a Green 7 ton diesel; stone crushers (diesel) by Parker/Lister, Baxter/Ruston, etc.; trough belt elevators; centrifugal pumping sets (24,000 g.p.h. at 300 ft.); tar and bitumen distributors and heaters; M.T. spares; tool kits; wireless and radio equipment; binoculars 7 by 50 and 6 by 30; stop watches; photographic equipment; furniture; clothing and textiles (greatcoats, blouses and trousers, blankets, etc.); canvas tents.

June 13 .	Miscellaneous stores	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson, (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham.
June 18 .	Machine tools and miscellaneous stores .	W.D. Storage Depot, Rotherwas, Hereford .	Russell, Baldwin & Bright Ltd., (Dept. L), 20-21 King Street, Hereford. (Tel.: 4366).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Machine Tools – Sale by Tender

Horizontal borers; broaching machines; radial, pillar and bench drills; surface, internal, tool and cutter and spline grinders; capstan, turret and centre lathes; horizontal, vertical, and profile millers; tapping, lapping, sawing machines, etc.

Location. War Department Storage Depot, Ruddington, Notts.

Application for tender forms should be made to War Office, Directorate of Sales, 4 (c) (ii), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by June 13, 1963. Permission to view on presentation of tender forms only.

Questions Asked and Answered in Parliament

Below is a selection of Parliamentary Answers of interest to trade and industry.

Tuesday May 7

Industry in Falmouth and Camborne

Mr. David Price, Parliamentary Secretary, replied in the adjournment debate on the need for new industries in Falmouth and Camborne (*Hansard* cols. 389-400).

LEA and Building Components in Shipyards

Asked whether the financial provisions of the Local Employment Act would be available to development teams and shipyards co-operating in the production of building components in shipyards, the Parliamentary Secretary said: 'Projects of this kind will be eligible for the financial provisions of the Act, provided that they are sound projects and that they will provide jobs for workers in the development districts.'

Thursday May 9

British Firms and United States World Fair

Asked to what extent he was assisting British firms to participate in the United States World Fair in 1964, the Parliamentary Secretary said: 'The New York World's Fair 1964-65 has not been registered by the Bureau which administers the International Exhibitions Convention as satisfying the conditions of the Convention. This does not debar British firms from taking part, but the use of Government funds to assist them would be clearly inconsistent with our obligations under the Convention.'

ECGD Applications

The President was asked if he was aware that a Leicester manufacturer secured an order from Italy on April 4, applied the same day to the Export Credits Guarantee Department, received no acknowledgement, wrote again on April 12, and on April 17 was advised by a circular letter that it would require another month before the guarantee could be granted; if he would look into the working of this department with a view to hastening decisions so that export orders might not be lost; and, in view of the correspondence sent to him, if he would make a statement. In reply, the Parliamentary Secretary said: 'The manufacturer did not supply the address of the buyer, who was unknown to ECGD, until April 10. Owing to the large number of applications received each week ECGD can make cable inquiries only in urgent cases. The exporter's letter of April 12, which was received on April 16, because of the Easter break, was the first indication to the Department that the matter was urgent. Cable inquiries were then made and the Department was able to agree the limit required on April 23.'

Tees-side Chemical Industry

The President was questioned on the intentions of Imperial Chemical Industries with regard to the future of their plant at Billingham, and of the effect their current development plans would have on the industrial structure of Tees-side; and what action he is taking in this matter. In reply the Parliamentary Secretary said that ICI had kept the President informed of the expected reduction in their labour force at Billingham. It was not yet possible to say whether the reduction would be wholly met by normal wastage. While he could not provide new jobs specifically to offset a run down in a particular firm, the President would continue to use his powers under the Local Employment Act to encourage industrial development on Tees-side.

Western European Film Levy

In view of the fact that the Brussels High Commission was considering proposals to establish a statutory film levy in Western Europe, the President was asked if he would submit evidence of the development of the British system of statutory levy to the Governments of the Six with the object of achieving the greatest possible harmony in Government policies in Western Europe to expand the production of films. In reply the Parliamentary Secretary said that these governments had already been given details of the British system of statutory films levy through the Organization for Economic Co-operation and Development.

United Kingdom Imports of Butter

In reply to a question asking if an assurance could be given that the present Commonwealth preference on butter entering the United Kingdom from New Zealand and Australia would remain unaltered as a result of the forthcoming negotiations with Denmark and other foreign countries, the Parliamentary Secretary said that under our trade agreements with New Zealand and Australia we were precluded from altering the butter preference without their agreement.

N.E. Industrial Aid

The President replied to a number of questions concerning the number of approvals for the building of factories and extensions in development districts in the North-east, how many applications for loans and grants had been received and the number accepted and rejected, and the amount offered and the estimated employment in that area. Answers to these questions are to be found in *Hansard* of May 9.

Friday May 10

New Industrial Estate in Lanarkshire

In reply to a question, the Parliamentary Secretary said that the President proposed to establish a new industrial estate in Lanarkshire, but he was not yet ready to announce the site for this. It was premature to say when building would begin, or how many jobs would be provided.

By Order of the War Department, Malta

EFFIE RIZZO *will be offering*

FOR SALE BY AUCTION

26 AEC Diesel Matador Tractors (10 ton GS. 4 x 4) and other miscellaneous W.D. vehicles.

There will also be a large quantity of M.T. and Tech. spares ex W.D. stock for sale in their original packing

at **OSPIZIO, MALTA**

on **Thursday, 30th MAY, 1963**

commencing at 9 a.m.

Send for catalogues to:

Effie Rizzo, *Auctioneer*, 92 Cameron Street, Gzira, Malta

BY ORDER OF RALEIGH INDUSTRIES LTD.

(Owing to Divisional Concentration)

WALKER, WALTON AND HANSON

will sell BY AUCTION at

11 a.m. on Tuesday, 28th May, 1963

at

Raleigh Industries Ltd., Downing Street, Birmingham, 21

and

J. B. Brooks & Co. Ltd., Great Charles St., Birmingham, 3

A LARGE QUANTITY OF SELF-CONTAINED MACHINE TOOLS AND EQUIPMENT

including

CAPSTAN LATHES, CENTRE LATHES AND AUTOMATICS
by Herbert, Warner & Swasey, Walton & Brown, Acme Gridley, Holbrook and Southbend.

SINGLE AND MULTI-SPINDLE, PILLAR & BENCH TYPE DRILLING MACHINES
by Jones & Shipman, Herbert, Pollard, Adcock & Shipley, Archdale and Walker Turner

VERTICAL TAPPING, HORIZONTAL TAPPING AND THREAD MILLING MACHINES
by Rex Nichols, Holroyd, and Voucher

also

PRINT ROOM EQUIPMENT, ELECTRIC AND GAS FIRED FURNACES, ELECTRIC MOTORS, HAND AND POWER PRESSES, AND OIL RECLAMATION PLANT.

For Viewing: See Catalogue

CATALOGUES: May be obtained from May 14th onwards from the Auctioneers Offices, Byard Lane, Bridlesmith Gate, Nottingham. Tel. Nottingham 54272 (10 lines)

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
United Kingdom	May 3	Aug. 2
Outside Europe	April 5	July 5
Europe	Mar. 1	June 7

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Additions to Classified Lists

THE fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on May 3, April 5 and March 1 respectively.

UNITED KINGDOM

Addition:

LONDON: INTERNATIONAL CARAVAN EXHIBITION – September 18-28, 1963.
* At Earls Court. Apply, The Daily Mail, Associated Newspapers Ltd., Harmsworth House, Bouverie Street, London, E.C.4. (Tel.: Fleet Street 6000.)

OUTSIDE EUROPE

Additions:

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 5-7, 1963.
* At Automotive Building, Exposition Park. Apply, Packaging Association of Canada, 1835 Yonge Street, Toronto, Ontario 7, Canada.
TORONTO: CANADA'S POWER SHOW – November 6-8, 1963.
† Apply, Power Show Manager, 410 Bloor Street East, Toronto. Ontario 7, Canada.

EUROPE

Additions:

DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – March 15-18, 1964.
* Apply, John E. Buck & Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)
DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – April 26-30, 1964.
* Apply, John E. Buck & Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)
DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – September 17-20, 1964.
* Apply, John E. Buck & Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)
DUSSELDORF: INTERNATIONAL SALES AND FASHION WEEK (IGEDO) – October 25-29, 1964.
* Apply, John E. Buck & Co. Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel.: Gerrard 7576.)

OLYMPIA & EARLS COURT LONDON

'63 IPEX

INTERNATIONAL PRINTING MACHINERY AND ALLIED TRADES EXHIBITION

16-27 JULY 1963

Organisers: F. W. BRIDGES & SONS LTD., Grand Buildings, Trafalgar Square, London, W.C.2, Tel. WHI 0568. Cables: SEGDIRB RAND London

Forthcoming British Weeks and Store Promotions

BRITISH WEEKS and store promotions being organized in towns and cities throughout the world this year and in 1964 are shown on the attached list issued by the Export Publicity and Fairs Branch of the Board of Trade. This list replaces that published in the *Board of Trade Journal* of January 25, 1963, page 204.

Firms are urged to take advantage of the increased interest in Britain and British goods created by these events and to encourage their agents or local representatives for these areas to place more orders for their products.

Experience has shown that stores are often willing to place increased orders for familiar British goods and to take new lines for these British promotions. Manufacturers not already exporting to these areas, are therefore invited to seek the assistance of the contacts or organizers shown, or to get in touch with the Export Services Branch of the Board of Trade at Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) for information about these markets, methods of exporting their goods, overseas customs regulations, appointment of agents, etc.

Where known, the names of the London Buying Houses representing stores staging British promotions are shown in the list.

With the exception of the events at Dusseldorf and Copenhagen, where relations with British industry are being handled by the Export Council for Europe, further details about these events may be obtained from the Export Publicity and Fairs Branch of the Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3118).

Reports on some recent British promotions appeared in the *Board of Trade Journals* of October 12, 1962, page 766, December 28, 1962, page 1325, and April 5, 1963, page 771.

PLACE	NAME OF PROMOTION	DATES	ORGANIZERS and/or CONTACTS
		1963	
Salisbury	Store Promotion: 'Festival Britannica' by H. M. Barbour (Pvt.) Ltd. (Items from the Council of Industrial Design's Index only.)	May 27-June 8	British Trade Commissioner, P.O. Box 984, R.T.A. House, Baker Avenue, Salisbury, *or* London Buying House: Stuttaford & Co. Ltd., 4 Great Portland Street, London, W.1. (Tel. MUS 0961).
Munich	British Week	June 8-16	British Consulate-General, Akademiestrasse 7-9, Munich.
Bulawayo	Store Promotion: Haddon & Sly Ltd.	August 24-September 7	British Trade Commissioner, P. O. Box 984, R.T.A. House, Baker Avenue, Salisbury, *or* London Buying House: George H. Penney & Co. Ltd., 65-68 Leaden-Hall Street, London, E.C.3. (Tel. ROY 6936).
Zurich	British Fortnight. (To be staged in conjunction with British Industrial Fair.)	September 2-14	British Overseas Fairs Ltd., 21 Tothill Street, London, S.W.1. (Tel. WHI 6711) *or* British Consulate-General, Dufourstrasse56,Zurich.
Adelaide	British Week	September 16-21	British Trade Commissioner, F.C.A. Building, 15 Franklin Street, Adelaide.
New Orleans	Store Promotion: 'British Festival' by Maison Blanche Co.	September 22-October 5	British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans 12, Louisiana, *or* London Buying House: Metasco Inc., 167 Oxford Street, London, W.1. (Tel. GER 3301).
Memphis	Store Promotion: B. Lowenstein & Bros. Inc.	October 14-19	See New Orleans above.
Madrid	Store Promotion: Galerias Preciados.	October	Commercial Department, British Embassy, Fernando el Santo 16, Madrid, 4, *or* London Buying House: Portman (Wholesale & Overseas) Ltd., 40 Duke Street, London, W.1. (Tel. MAY 8805).
Philadelphia	Store Promotion: 'Exposition Britannia' by John Wanamaker Inc.	October 14-November 6	British Consulate-General, 12 South 12th Street, Philadelphia 7, Pennsylvania, *or* London Buying House: Frederick Atkins International Ltd., 72 New Bond Street, London, W.1. (Tel. MAY 9806).
Pittsburgh	Store Promotion: Kaufmann's (Menswear & Foodstuffs.)	October 28-November 6	British Consulate-General, 1828 The Illuminating Building, Cleveland 13, Ohio, *or* London Buying House: R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1. (Tel. REG 4583).
		1964	
Hobart	British Week	March 5-13	British Trade Commissioner, Australia & New Zealand Bank Chambers, 224 Queen Street, Melbourne, C.1.
Brisbane	British Week	April 12-18	British Trade Commissioner, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane.
Perth	British Week	May 18-23	British Trade Commissioner, Prudential Building, 189 St. George's Terrace, Perth.
Dusseldorf	British Week	May 23-31	Export Council for Europe, 21 Tothill Street, London, S.W.1. (Tel. WHI 2256), *or* British Consulate-General, Cecilienalle 16, Dusseldorf.
Copenhagen	British Week	September 25-October 4	Export Council for Europe, 21 Tothill Street, London, S.W.1. (Tel. WHI 2256), *or* Commercial Department, British Embassy, 38/40 Kastelsvej, Copenhagen, Ø.
Sydney	British Fortnight. (To be staged in conjunction with British Exhibition Australia.)	September 25-October 10	British Overseas Fairs, Ltd., 21 Tothill Street, London, S.W.1. (Tel. WHI 6711), *or* British Trade Commissioner, London Assurance House, 16 Bridge Street, Sydney.

British Packaging Display at Dusseldorf

THE BOARD OF TRADE collaborated with the Institute of Packaging in organising a combined British display at the 3rd International Packaging Exhibition (INTERPACK) which opened at Dusseldorf on May 12 until May 20.

Eighteen manufacturers are taking part in the combined display, showing a wide range of packaging equipment, including machinery for labelling, sealing, bottling and wrapping. The display covers an area of some 5,400 square feet and was designed for the Board of Trade by the Central Office of Information. It includes a trade information inquiry point staffed by the Institute. Britain last year exported £7.8 million worth of packaging machinery, of which more than £820,000 worth went to West Germany.

Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

British Challenge at Paris Spring Salon

A Report from the British Embassy, Paris

PARIS, the traditional capital for fashion, was the venue from April 27 to May 6, for the most comprehensive and formidable displays of women's ready made clothing ever staged overseas by British Fashion Organizations.

The British Fashion Export Group with 19 of its member firms constituted the largest foreign challenge at the Salon International du Pret a Porter Feminin (Spring Salon), which was staged in one hall of the Parc des Expositions, Porte de Versailles. The Fashion House Group of London, with an impressive but different presentation, organized a lavish exhibition on April 28, in the elegant Pre-Catalan Restaurant, Bois de Boulogne, Paris. The 28 member firms taking part in the latter event were supported by 15 fabric manufacturers in the United Kingdom, also Courtaulds, British Nylon Spinners, ICI, and the British National Wool Textile Export Corporation.

Both British Groups received support from the Board of Trade, and the Central Office of Information assisted with the design and structure of an attractive information stand for the British Fashion Export Group at the Salon International du Pret a Porter Feminin.

The Fashion House Group of London venture comprised a presentation by 24 British model girls of 250 garments, ranging from sports clothes to evening gowns.

The presentation took place from 9 p.m. to 10.30 p.m. in the main hall of the Pre-Catalan, which was packed with 500 guests from France and foreign press and buyers. The guests of honour were the Duke and Duchess of Windsor, and Her Majesty's Ambassador to France, Sir Pierson Dixon, and Lady Dixon. The show opened and closed with a fanfare by State Trumpeters from the Band of the British Life Guards. An attractive programme was available for each guest with an English rose attached to each programme. The programme, in English and French, gave details of each garment, and included the price. The presentation drew great applause from the guests, who appreciated the superb array of garments shown, the poise and professional presentation by the models, and their expert control by Michael Whittaker. Praise is due to Mr. Raymond Zelker, Chairman of the Fashion House Group of London, for his energy and enthusiasm in organizing this successful event as well as to all others who contributed to the success of this venture.

The British Fashion Export Group at the Salon International du Pret a Porter Feminin, on the other hand, constituted a hard selling venture, and orders were virtually coming in to individual manufacturers within half an hour of the opening of the Salon on April 27. The venture can only be described as an enormous success. The quality and low prices of the garments on show here, as at Pre-Catalan, came as a surprise to French and foreign buyers. In general, the firms participating have been delighted with the results.

Her Majesty's Ambassador and Lady Dixon paid an official visit to the Salon on April 28, when they visited British stands and attended a reception given by the British Fashion Export Group for 150 French and foreign press and buyers at the Salon. At the reception Mr. Maurice Beck, President of the Group, spoke of the background and aims of the British fashion industry; Sir Pierson Dixon responded with a speech of welcome and good wishes to the Group.

The next Salon International du Pret a Porter Feminin will take place at the Porte de Versailles from November 2-11, 1963. Inquiries should be addressed to the Salon International du Pret a Porter Feminin, 35, rue Etienne Marcel, Paris, 1er.

FOIRE DE PARIS

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British Participation at Paris International Building Exhibition

A report from the British Embassy, Paris

FOR THE FIRST TIME in Paris a combined British stand comprising 20 United Kingdom manufacturers of building equipment and materials participated at this important international exhibition, which is staged every two years in the huge CNIT Hall, Rond-Point de la Défense, Paris. This joint venture was sponsored by the Board of Trade and the National Council of Building Material Producers, in conjunction with the Building Exhibition of London.

The Salon, entitled 'Batimat' (Salon International de la Construction et des Industries du Second-Oeuvre) is the fourth of its kind organized by Expomat, 1, Avenue Niel, Paris, 17e, who also organize the bi-enniel 'Expomat' exhibition of building machinery (as distinct from building materials), the latter event being scheduled next for May 1964.

'Batimat' was staged from April 18-28, and in an area of 75,000 square metres 800 exhibitors, representing 14 countries, had on show every conceivable item of building materials and accessories. The United Kingdom and Italy were predominant after French firms. Apart from the joint British stand there were 15 United Kingdom firms exhibiting independently in other sections of the exhibition hall, some with stands organized by their French agents. Among these were well-known firms like Fielding & Platt Ltd., showing hydraulic presses etc., the French subsidiary of Powell Duffryn Heating Ltd., showing batteries, air conditioners, ventilators, generators and electric radiators, and Vent-Axia Ltd., with a range of wall and window reversible air ventilators.

The combined British stand covered 384 square metres in Hall No. 2. It was erected by the Central Office of Information on the lines of individual stands for the twenty firms involved, with an information stand centrally placed and staffed by officials from the Building Exhibition and the National Council of Building Material Producers. The Council and its members had earlier this year enjoyed successful participation in a similar joint venture at the Brussels Building Salon. Their effort at 'Batimat' therefore constituted another step forward in their energetic attack on the European market. The products on show on the joint stand were of a high standard and of advanced design – features particularly important in the French market where anything novel and/or of advanced design should command ready sales. The general range of United Kingdom products included sanitary ware, wood veneers, small wood-working machines, air atomizers, air conditioners, sliding doors, sealing and water-proofing compounds, waste disposal units, tiles for indoor and outdoor use, glazed surfacing units, special formwork, vinyl sheeting in a wide range, tube bending machines, and rainwater systems in PVC.

Within the limits of this article it is impossible to deal at length with the individual products and their potential in the French market, but it is safe to say that all firms were pleased with the inquiries received and new contacts made as a result of exhibiting. Great interest was shown by many visitors in the range of sliding folding doors shown by Bolton Gate Co. Ltd. Their application is wide for use in industry, hospitals, garages and indoors with the growing trend to divide dining and living room by such means. The latter type of door is covered in washable leathercloth in many colours. In the range of tiles both Malkin Tiles (Burslem) Ltd., and the Redland Group of Companies, Reigate, received interesting inquiries, as also did Adamsez Ltd., Newcastle, with a wide range of sanitary ware. Storeys of Lancaster, specialists in vinyl sheeting were also prominant and helped to enhance their name further in this market by participating at the exhibition.

The attendance, just short of 60,000 was not high as compared with other specialized salons in Paris, but it is not surprising with a technical salon of this nature, which attracts mainly builders, architects, importers and distributors, and manufacturers, rather than the general public, the latter being more attracted to the Salon des Arts Ménagers when in search of anything new in the household gadgets and accessories field.

A number of United Kingdom firms exhibiting on the joint stand were not represented in France shortly before the opening of 'Batimat', but the Embassy was able, in one or two cases with the co-operation of Expomat, to locate suitable agents for most of these firms. It was particularly interesting to note the new and growing trend on the part of French manufacturers of complementary products to offer their distribution facilities in the French market to United Kingdom firms. Two United Kingdom firms concluded such an agreement during the exhibition. Such an agency agreement has naturally a lot to commend itself, and should lead to a wider and more efficient sales programme in France for the United Kingdom firms. Another firm also concluded, shortly before the exhibition opened, and agreement with a French firm whereby the latter would manufacture their products under licence in France.

Sir Pierson Dixon (left), H.M. Ambassador at Paris, seen at the stand of the Bolton Gate Co. Ltd., during the Batimat Exhibition, Paris.

The potential in France for building materials is good. The current French Fourth Plan for the years 1962-1965 provides for considerable expansion in the building of apartments, hospitals, schools, roads, etc. In a speech by M. Maziol, French Minister of Construction, at the inauguration of the exhibition, he announced further plans for the increase in construction of dwellings until a target of 400,000 – 450,000 per year is reached.

On April 23 an official visit was paid to Batimat by Mr. Richard Sharples, Parliamentary Secretary of the Ministry of Public Building and Works, who toured the British stands in company with the organizers, and officials from the Building Exhibition and the Council. On April 26 a similar visit was paid by Sir Pierson Dixon, Her Majesty's Ambassador, and this was followed by a reception given on the British stand by the Building Exhibition and the Council. On the evening before the official opening of Batimat the Council also held a well-attended press conference, whereby they gained good advance publicity regarding their participation at the exhibition, and for their future sales plan for the European market.

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Increased British Participation at the Hanover Fair

By E. A. F. Seaman, H.M. Consul (Commercial), Hanover

THE HANOVER FAIR was opened on April 28 by Dr. Lubke, the Federal German President. The Fair closed on May 8. Prof. Erhardt who in previous years has performed this ceremony came to Hanover on May 3, to preside over the important European Economic Day Congress held at the Fair's International Centre.

Dr. Lubke, in his speech, referred to the international importance of the Fair in furthering the cause of European and world trade. He regretted the failure of the Brussels talks and expressed the hope that France and other members of the Community would find a way to enable the United Kingdom to join. Herr Alfred Kubel, Lower Saxon Minister of Agriculture and Forests, and Chairman of the Hanover Fair Company, spoke of the growth of the Fair; and Dr. Peter von Siemens, Chairman of the German Electrical Industries Federation, in his review of German participation referred to the Brussels breakdown and stressed that the United Kingdom is an essential part of Europe and alluded to the dangers to German trade interests in a continued failure to find a way out of the impasse.

The highlight of the Fair was the European Economic Day Congress and the eagerly awaited visit and speech of Mr. Heath the Lord Privy Seal. In the morning businessmen and industrial experts from many European countries took part in a discussion on the theme of 'The European Industrial Market'. Prof. Kirstensen, Secretary General of the Organization for Economic Co-operation and Development, Dr. Bravo de Castro, Spanish Minister for Industry, Mr. Heath and Prof. Erhardt, were the speakers at the evening session. It was devoted to 'Carrying on European Integration', and took on the character very much of a demonstration in favour of the wider and liberal Europe advocated in the speeches of the Lord Privy Seal and Professor Erhardt.

The following statistics will give some ideas of the Fair's growth since its inauguration 17 years ago – 4,707 firms from 27 nations participated at the Fair in the 20 halls and open air exhibition space which covered 4,002,000 sq. ft. and 2,356,000 sq. ft. respectively. This represented an increase of 280,000 sq. ft. on last year's total of 6,079,400 sq. ft. Of the 1,283 foreign firms 571 came from EFTA countries, 487 from the EEC, excluding Western Germany, 182 from overseas and a few from Iron Curtain countries. The United Kingdom with 164 exhibitors took second place after France, which had 278 firms.

Britain was well represented in most branches of industry and for the first time the Stationers Association of Great Britain took part. This was a joint venture display with Board of Trade support and the effort proved to be well worth while. During their tour of some of the British stands, Mr. Heath and Sir Frank Roberts, the British Ambassador in Germany, accompanied by Mr. Melville, H.M. Minister (Economic) Bonn, were told that some of the stationery firms had received orders and interesting inquiries not only from Germany, but as is more often the case at Hanover from potential customers in third countries. The seven woodwork machinery firms grouped round the Machine Tool Trade Association stand had an impressive display and were again pleased with the results. Once again the British Electronic Centre had its group stand for eleven firms, who would if space had been available, been joined by others. As in previous years they were pleased with the volume of inquiries. Perhaps the most successful exhibitors in the consumer hardware branch were the British china and porcelain firms represented by Josiah Wedgwood, Copeland, Spode, Palissy Potteries, Crown Staffordshire, Wedgwood Ltd. and Wood and Sons with their traditional products which were well representative of the industry.

Hoover's stand was again thronged with visitors, but some of the other British firms in the domestic hardware consumer field found less demand, than last year, and it was noted that some of their German competitors were not exhibiting. One British sound recording firm is considering whether to set up in one of the Common Market countries because of the difficulty of surmounting tariffs against non-member countries. In contrast British firms showing mechanical handling and vending machines were optimistic about their chances in the German market.

Mr. Edward Heath (fourth left), Lord Privy Seal, seen at the ICT stand during his tour of British exhibitors' stands at the Hanover Fair.

The office equipment hall was reconstructed for this year's event and the exhibiting space was doubled. This enabled more British firms to take part, or, as ICT have done, to improve their stands. Lastly, mention should be made of the British firms who exhibited on their agent's stands on the open air space where earth moving equipment, steel products, building equipment and other heavy industries were represented. It is recommended that more British manufacturers should come to the Fair to find out whether their products are competitive in price and quality, and suitable in design for this market, bearing in mind the necessity to conform to German industry norm standards. Should they consider exhibiting they should weigh the relative advantages of an individual exhibit and of a joint venture stand, sponsored by their trade association. Trade literature should of course be translated and measurements given in the metric system. It would be unrealistic to expect immediate business but many regular exhibitors found that inquiries originated at the Hanover Fair have in the long term resulted in valuable orders not only from Germany but from other European and overseas countries.

The organizers of the Fair are the Deutsche Messe-und Ausstellungs AG Hanover. Applications for participation should be addressed to them or to their representatives in the United Kingdom, Messrs. Schenker of London. At each Fair the British Consulate-General has a commercial Information Office in the International Centre. British participants and other business visitors are recommended to call here, should they come to future fairs.

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Overseas Trade Section

Trade Prospects in Bolivia

by Selby W. Martin, Commercial Secretary, La Paz.

BOLIVIA DOES NOT rank commercially among the great South American countries with Argentina or Brazil. It is, rather, an underdeveloped country where the market for British goods is limited, and many exporters in the United Kingdom must justifiably have doubts as to whether it is worthwhile attempting to put their products into the market at all. The aim of this article is to give a general description of the Bolivian market for the benefit of those who have such doubts.

An understanding of the geography of Bolivia is important, as it bears directly on the range of merchandise which finds a market in the country as a whole. Bolivia is divided into three geographical and climatic regions. First, there is the high Altiplano and the Eastern Cordillera of the Andes which occupy a relatively small area of the total in the West of Bolivia. Although comparatively small in extent, this area includes the main urban centres of population, such as La Paz (350,000), and also the mining centres, which account for 90 per cent. of the country's earnings of foreign exchange. Furthermore, the majority of the rural Indian population live on the Altiplano and engage in agriculture, using primitive methods.

Secondly, to the East of the Cordillera there is an area of similar size, also thickly populated, known as the 'Valleys' including the second largest city, Cochabamba (92,000 inhabitants) where the main occupation is the cultivation of temperate and semi-tropical products. Finally, the East of Bolivia consists of a vast tropical plain, cut across by the tributaries of the Amazon in the North and the Paraguay river in the South, and including the agricultural and oil producing centre of Santa Cruz, with about 72,000 inhabitants. Climatic conditions therefore create a market, albeit a small one, for a wide range of products from overcoats and electric or paraffin stoves to mosquito netting and cooling equipment.

Dependency on Minerals

The fortunes of the economy have always been connected with the production and sale of minerals, principally tin, and in this respect Bolivia has had to face the problems which are characteristic of all producers of a single raw material. Rises in the price of tin caused by wars, have resulted in periods of sudden boom and prosperity, followed by recession as the price has again fallen. The last major fall in the price of tin at the end of the Korean war coincided with a major social and economic revolution which in 1952 brought to power the government of the Nationalist Revolutionary Movement (MNR), which was committed to a programme which included the nationalization of the major mines. For a variety of reasons, both foreign and domestic, the production of tin fell from 34,000 tons fine in 1949 to 19,000 tons in 1960, with consequent damage to the economy as a whole.

Apart from mining, there is no other industry in Boliva capable of supporting the economy. The oil industry, by South American standards, is small, although it produces enough oil to meet domestic demand and leaves over a small margin for export. Agriculture, while accounting for 35 per cent of the Gross Domestic Product and providing the livelihood of the majority of the population, does not even produce enough to keep the country in such basic foodstuffs as wheat flour, though self-sufficiency is being approached in sugar and rice: imports of food and drink amount to about $20 million annually. There are limited exports of a few hundred thousand dollars worth of certain special products such as rubber, brazil-nuts and high-grade coffee.

The country's manufacturing industry has suffered particularly severely from changes in monetary policy. After four years of headlong inflation, when a system of different exchange rates was used to encourage the establishment and expansion of national industries, the strict enforcement of stabilization began in 1956. The immediate contraction in the domestic market and the fact that many industries had over capitalized while taking advantage of cheap dollars to import machinery, resulted in their running into financial difficulties – a situation which has been aggravated by labour conditions which make the dismissal of excess workers difficult, and by the uncontrolled entry of contraband goods from neighbouring countries.

By 1960, the economic situation was very serious. But efforts have been made in the last two years to arrest the downward trend and to bring about some improvement. Since the country depends so heavily on the mining industry, an aid programme was initiated under which, as from August 1961, the United States, Argentine and Federal German Governments and the Inter-American Development Bank agreed to grant credits of $38 million to be spent in three years on the total rehabilitation of the nationalized mining industry. Smaller credits have been granted or are being negotiated, to provide similar help to the private mines. The results of these credits have not as yet been up to expectations, although some definite improvements have been effected: in 1962, exports of tin had risen to 21,000 tons, and higher world prices for tin further benefited the economy.

Ten Year Plan

At the same time, the Bolivian Government, with assistance from the United Nations Economic Commission for Latin America, produced a Ten Year Economic and Social Development Plan, the execution of which has become closely linked with the provision of United States funds under the Alliance for Progress. The Plan envisages the rapid development of the economic infrastructure – road-building, communications and electric power, as well as of agriculture, oil and manufacturing industries. Briefly, the aim of the plan is to broaden the base of the economy by developing other industries, e.g. food processing based on national agricultural production, which will reduce dependence upon mining, and save foreign exchange by cutting down on unnecessary imports of food and increasing the exports of those goods which can be put onto the world market at competitive prices despite high transport costs.

The Ten Year Plan has not, unlike some previous plans, remained on the shelf. Various projects, in addition to the so-called Triangular Operation for the State mines referred to above, are now being worked out and put into execution in accordance with its principles, and should bring about benefits within the next few years. Her Majesty's Government are contributing with the provision of a team of experts to help with the development of tropical and semi-tropical agriculture; the Federal German and United States governments are providing consultants for civil and electrical engineering projects and road building, while the United States Agency for International Development and the Inter-American Development Bank have provided credits for the carrying out of a wide range of smaller projects. Finally, negotiations are in progress with the World Bank for the provision of a long term credit for the erection of hydro-electric power stations.

The market in Bolivia, like those of many developing countries may be considered as consisting of two parts: the market for capital goods being bought under foreign aid programmes, and the normal market for all kinds of capital and consumer goods being bought as a result of normal internal demand.

Market for Mining and Electrical Machinery

At the present stage of the country's development, the former type of market accounts for an inordinately large proportion of the whole, although it is not possible to give any precise figure. This is particularly so of goods for the mining industry. While the total value of imported mining machinery for all branches of the industry in 1960, i.e. before the beginning of Operation Triangle, was only $7.5 million the amount of money allocated by the Mining Corporation alone for the purchase of mining machinery and spare parts for the second year of the Operation, i.e. the calendar year 1963, is over $8 million.

Furthermore, it is wrong to suppose that these purchases are confined to the countries providing the finance. Certainly, the share put up by USAID ($10 million) must be used for purchases in the

Trade Prospects in Bolivia (*Continued*)

United States but the remaining $9 million supplied by IADB and the German Government may be spent anywhere in the non-Communist world. And in practice, it is precisely the contributions of the latter two which have been earmarked for the purchase of capital equipment. The prospects for exports of British mining machery to Bolivia are now better than they have ever been before, and it is encouraging that some United Kingdom companies have been quick to take advantage of the opportunities offered, and have secured contracts in the face of a tendency for German goods to be preferred.

After mining machinery, electrical generating equipment is the field which offers the best prospects to British exporters. Little new generating equipment has been installed in the last ten years, certainly not enough to keep pace with expanding demand. In La Paz, the Bolivian Power Company have been reluctant to make further investments until the question of higher tariffs had been satisfactorily settled with the municipal authorities, and rationing has been necessary during the last three or four dry seasons, (creating a lively demand for paraffin fires, lamps and cookers). Other towns in Bolivia have suffered similar shortages. The deficit in La Paz will be partly made good this year by the import of emergency diesel generators, and new hydro-electric equipment, probably financed by the International Bank, will be installed in the next two or three years. In four other towns in Bolivia, generators have been installed with credits from the Inter-American Development Bank loan received in May, 1960. The largest of these contracts was awarded to a United Kingdom firm. Finally, the needs of the Bolivian Mining Corporation, which have become more pressing with the installation of new machinery under Operation Triangle, will be met by two hydro-electric stations, Corani and Carabuco (to be financed, it is hoped, by the International Bank), and possibly diesel sets as well.

The fall in the level of commercial activity in Bolivia after stabilization in 1956 is illustrated by the falling value of annual imports. After a steady rise from $65 million in 1954 to $90 million in 1957, this fell sharply to $64 million in 1959, since when there has been a slow increase to $77 million in 1961. Much of this last increase must be attributed to spending caused directly (e.g. building materials) or indirectly (purchase of imported consumer goods out of wages) by foreign aid projects. Without these projects, it is almost certain that imports would have continued to fall after 1959. As it is, the very large amount of foreign aid coming into Bolivia will tend to ensure that they continue to rise, and there should consequently be marginally improved prospects for the export to Bolivia of all kinds of merchandise immediately, with an appreciable expansion in the future as the economy in general begins to pick up.

Almost No Import Restrictions

One important feature of the Bolivian market is that there are at present almost no import restrictions, and no currency control. A merchant may import any article for which he considers that there is a market, and can pay for it in dollars or sterling by direct conversion from his local currency account: in practice many importers have accounts with United States or British banks from which payments are more easily made. Apart from temporary restrictions on motor vehicles, tractors and generating sets, etc., which use diesel fuel, the main limitations on imports refer to explosives, fire-arms, matches, dangerous substances, and oil products, the import of which is the monopoly of the State Petroleum Board. Some goods e.g. luxury articles or goods which would compete with the products of national industry, carry a relatively high customs duty of up to 80 per cent. of the c.i.f. value. Raw materials, mining machinery and essential goods carry little duty or even none at all.

At present, the United Kingdom supplies about 5 per cent. of all Bolivian imports compared with 6·5 per cent. in 1939, 7·4 per cent. in 1955 and 4·8 per cent. in 1959. Our trade rivals are the United States (43 per cent.), Germany (12·3 per cent.) Argentina (8·5 per cent) and Japan (7·5 per cent.). The advance of Germany and Japan in the last few years has been striking, but apparently not made at our expense, although doubtless we should have done better without it. The products which in 1960 made up the bulk of United Kingdom exports, in order of importance, were bicycles, jute bags for minerals, textile machinery, whisky, vehicle spare parts, explosives, cotton thread and woollen textiles, but future expansion may well be in other lines. The performance of the textile machinery manufacturers is particularly striking in view of the difficult situation in the manufacturing industries. The United Kingdom exports to Bolivia in 1962 amounted to £1¼ million in value.

Consideration of United Kingdom export performance, compared with that of Germany and Japan, leads to the usual criticism and suggestions about the production of literature in Spanish, price quotations in dollars, credit terms, delivery dates, sales policy and so on. The question of credit probably predominates in Bolivia, where the amount of money in circulation is small, bank credit is exceptionally expensive and goods normally take from four to six months to reach La Paz after shipment. Bolivia has not in the past had a good payments record, and the importance of obtaining status information before extending credit to new customers must be emphasized: nevertheless, the selective granting of credit is an accepted part of commercial life, and without it, orders will be very hard to secure.

One of the greatest impediments to an expansion of United Kingdom exports to Bolivia is the difficulty of finding agents. In conditions of a completely unrestricted market for imports, the very limited number of importers and agents of good standing are quite incapable of handling the representations of all the manufacturers of the United States, the United Kingdom, France, Germany, Japan and other countries who wish to sell in Bolivia: they already hold as many agencies as they want, often more than they can efficiently handle. While the volume of requests for agency assistance received by this Embassy testifies to the interest now being taken by an increasing number of British exporters, those who find satisfactory agents are unavoidably few. A visit from a qualified representative of the exporter can greatly help in this respect. Not long ago, a British manufacturer of generating equipment and pumps sent out an engineer to visit La Paz, despite the fact that importers whom they approached had failed to reply and that the market was already well supplied with the goods they offered. After three days, he had successfully appointed an agent and taken firm orders for goods worth $20,000 and an unconfirmed order for a further $10,000. The importance of establishing direct personal contact between manufacturer and importer cannot be over-stated.

Bolivia remains in many ways a difficult market for the British exporter, and many firms would be right in supposing that in the short term the volume of sales would hardly be sufficient to justify the trouble and expense of getting themselves established. In the long-term, however, those that have been able to find a foothold should be rewarded by growing sales as more and more foreign aid enters the country under the 'Alliance for Progress' and other programmes, and the purchasing power of the country rises as the Ten Year Development Plan gets under way.

Other articles on the trade prospects in a number of South American countries will be published in the* Board of Trade Journal *during the next few months.

British Commercial Representatives in India and Pakistan

MR. P. M. HEWLETT, at present serving with the Board of Trade in London, has been appointed as a Trade Commissioner at New Delhi and will take up his appointment in July. He will succeed Mr. P. S. Preston, who will be returning to Britain for duty with the Board of Trade at the end of his tour.

Mr. J. Stafford, at present serving with the Board of Trade in London, has been appointed Trade Commissioner at Lahore and is expected to take up his appointment in June. He will succeed Mr. L. F. Hope, who will be returning to duty in Britain with the Board of Trade at the end of his tour.

Double Taxation Relief - Japan

THE DEPARTMENT of Inland Revenue announce that the Double Taxation Relief Convention with Japan relating to taxes on income which was ratified on April 23 has now been published as the Schedule to an Order in Council numbered S.I. 1963 No. 887.

Expert aid for **EXPORT** trade

The entire organization of the Midland Bank is available to give the fullest co-operation in the Government's drive for further exports. At the Overseas Branch in London the **FOREIGN TRADE PROMOTION DEPARTMENT** is equipped to give practical assistance to businessmen making new efforts to extend their export trade.

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1. Information on markets and conditions of trading in countries overseas;
2. Advice on methods of payment, foreign exchange, credit insurance, etc.;
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4. Personal visits to manufacturers and traders for discussions on export trade problems.

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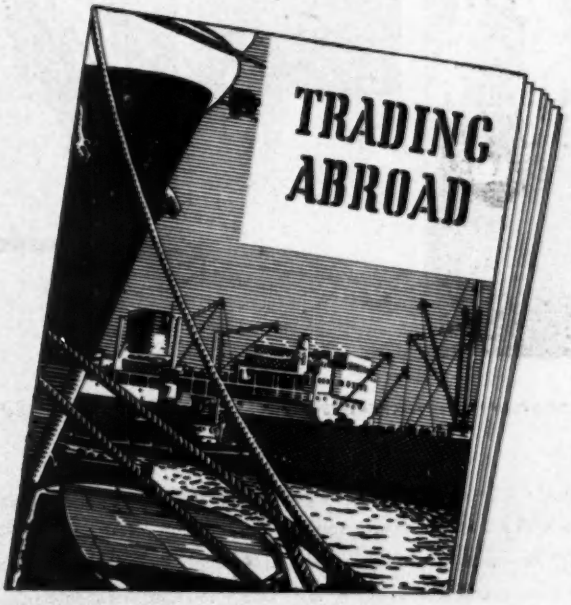

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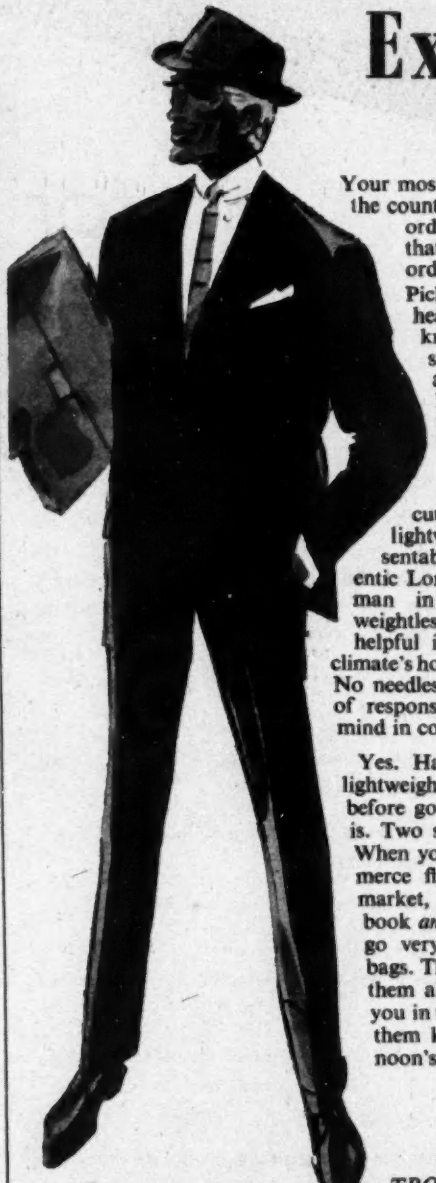

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Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Civil Works for Thermal Power Station for State Water and Power Board. Closing date not known. E.S.B. 15724/63.

Construction of Deep Water Channel for Ministry of Public Works. (Further Information.) E.S.B. 36601/62.

AUSTRALIA

Transformers for Cairns Regional Electricity Board. June 19. E.S.B. 15773/63.

Kilowatt-hour Meters for Brisbane City Council. May 31. E.S.B. 15771/63.*

Butterfly Valves for Snowy Mountain Hydro Electric Authority. July 16. E.S.B. 14891/63.*

Diesel Electric Locomotives for South Australian Railways, Adelaide. July 2. E.S.B. 15721/63.

Southern Electric Authority of Queensland:

Transformers. July 1. E.S.B. 15729/63.

Auxiliary Transformers. June 12. E.S.B. 15730/63.

BURMA

Electrical Equipment for Electricity Supply Board. May 31. E.S.B. 15718/63.*

Civil Stores Committee:

Fire Bricks and Clay. June 3. E.S.B. 15723/63.*

G.I. Sheets. May 30. E.S.B. 15130/63.*

Cable and Switches. June 3. E.S.B. 15133/63.*

Hair Belting. June 3. E.S.B. 15132/63.*

CANADA

Hydraulic Turbines for Saskatchewan Power Corporation. June 14. E.S.B. 15720/63.*

Hydro-Quebec:

Power Transformers. June 6. E.S.B. 15726/63.

Cranes; Equalizer Beam. May 27. E.S.B. 15725/63.

CEYLON

Sulphur Drugs for Ministry of Health. (Further Information.) E.S.B. 13702/63.*

Feeder Pillars (Power Distribution) for Ministry of Agriculture, Land, Irrigation and Power. June 18. Tender documents are now available. E.S.B. 14596/63.*

COLOMBIA

Runway Approaches and Landing Equipment for Empresa Colombiana de Aerodromos. July 10. E.S.B. 15129/63.

COSTA RICA

Carbonic Gas Plant for Consejo Nacional de Produccion. June 7. Tender documents (in Spanish) available. E.S.B. 15775/63.*

El Instituto Costarricense de Electricidad:

Rock Perforating Machines. June 24. Tender documents (in Spanish) available. E.S.B. 15776/63.*

Boring Machines. June 26. Tender documents (in Spanish) available. E.S.B. 15778/63.*

Pneumatic Drills. June 25. Tender documents (in Spanish) available. E.S.B. 15777/63.*

EGYPT

Metallurgical Plant for the General Organization for Executing the Five-Year Plan. (Further Information.) Closing date is now June 15. E.S.B. 28543/62.*

FORMOSA

Nylon Filament Plant for China Development Corporation. May 31. E.S.B. 16082/63/D.L.F.

Central Trust of China:

Lead Ingot. June 11. E.S.B. 15126/63.*

Transmission Line Hardware. (Further Information.) E.S.B. 27462/62.*

Electrical Materials. May 27. E.S.B. 15128/63.*

GHANA

Cyanide for Ghana Supply Commission. May 27. E.S.B. 15770/63.*

GREECE

Ministry of Trade:

Testing Apparatus (Compression). June 14. E.S.B. 15123/63.*

Filament Lamps. June 11. E.S.B. 15121/63.*

Sand. Closing date of repeated tender May 27. (Further Information.) E.S.B. 33732/62.*

ICELAND

Extension of Harbour for Directorate of Lighthouses and Harbour Authorities. June 15. E.S.B. 15798/63.*

Reykjavik Purchasing Centre:

Steel Pipes. May 27. E.S.B. 15791/63.*

Weld-Bends. May 28. E.S.B. 15792/63.*

INDIA

Water Treatment Plant for Maharashtra State Electricity Board. June 12. E.S.B. 16034/63.

M.S. and G.I. Plates, Sheets and Wire for Damodar Valley Corporation. June 13. E.S.B. 16231/63.*

Hobs and Broaches for Hindustan Steel Limited. June 17. E.S.B. 16032/63.

Cables for Koyna Hydro Electric Project. August 6. E.S.B. 15755/63.

Transformers and Switchgear for Punjab State Electricity Board. July 9. E.S.B. 16059/63.

Electrical Signalling and Telecommunication Equipment for Indian Railways. Closing dates June 7 to August 9. E.S.B. 15399/63.*

H.S. Meters for the Madras State Electricity Board. May 31. E.S.B. 16054/63.*

Sanding Machine for Directorate of Industries and Commerce. May 31. E.S.B. 16070/63.*

Construction of a Dam for Kerala State Electricity Board. (Further Information.) E.S.B. 12845/63.

Trunnions for Executive Engineer, Workshop Division, Poona. (Further Information.) Closing date extended to June 20. E.S.B. 13066/63.

Heat Treatment Equipment; Inspection Equipment; Central Clock System; Assembly and Spray Painting Equipment; Laboratory Equipment; Office Furniture for Hindustan Machine Tools Ltd. (Further Information.) Closing date extended to June 13. E.S.B. 10021/63.

Irrigation Department, Uttar Pradesh:

Construction and Excavating Machinery. Closing date from June 13 to July 5. E.S.B. 16058/63.

Filtration Plants and Pumps. June 11. E.S.B. 16056/63.

Processing Plant. June 1. E.S.B. 16085/63.

Hindustan Aircraft Ltd.:

Trichloroethylene. May 29. E.S.B. 16068/63.

Fork Lift Truck. June 1. E.S.B. 16202/63.*

(Continued on next page)

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Information for U.K. Exporters (*Continued*)

Atomic Energy Establishment:
Level Indicators. June 5. E.S.B. 15757/63.
Pump. June 5. E.S.B. 15756/63.
Transducers. June 4. E.S.B. 15758/63.
Welding Generator. (Further Information.) Tender documents now available. E.S.B. 15195/63.*
Stainless Steel Pipes, Sheets and Angles. (Further Information.) Tender documents now available. E.S.B. 15185/63.*
Vibratory Polisher. (Further Information.) Tender documents now available. E.S.B. 15196/63.*
Flow Switches. (Further Information.) Tender documents now available. E.S.B. 15194/63.*

Commissioners for the Port of Calcutta:
Washing Units. June 10. E.S.B. 16230/63.
Fork Lift Trucks. June 25. E.S.B. 15750/63.

Directorate General of Supplies and Disposals:
Water Well Drilling Rigs. June 19. E.S.B. 16061/63.*
Lathes. June 13. E.S.B. 16084/63.*

National Coal Development Corporation Ltd.:
Oil Circuit Breakers. May 28. E.S.B. 15754/63.*
Post Insulators. May 30. E.S.B. 15751/63.*

U.P. State Electricity Board:
Erection of Cables. June 25. E.S.B. 15373/63.
Transformers. July 22. E.S.B. 16087/63.
Generator Set. July 4. E.S.B. 16088/63.
Coal Crushers. May 31. E.S.B. 16055/63.
Cranes and Pulling Units. June 10. E.S.B. 16057/63.
Steel Structures and Trestles. June 5. E.S.B. 16060/63.

IRAN

Antimony for Imperial Iranian Army. June 29. E.S.B. 16074/63.
Carbon Mill Hammers; Nuts and Bolts for Iran Sugar Corporation. June 10. Tender documents (in French) available. E.S.B. 16073/63.*
Telephone Line Equipment for Ministry of P.T.T. June 19. E.S.B. 16075/63.*
Aluminium Bands for Tehran Pasteurized Milk Plant. (Further Information.) E.S.B. 14571/63.

Iranian Tobacco Monopoly:
Cardboard. June 12. E.S.B. 15370/63.*
Zinc Plates. (Further Information.) E.S.B. 15368/63.*

Edareh Tasilkate Artech:
Calcium Carbide. June 11. E.S.B. 15372/63.*
Diamonds (Industrial). July 6. E.S.B. 15369/63.*
Gimlets. June 25. E.S.B. 15367/63.*

IRAQ

Electrical Sets (Portable) for Ministry of Municipalities. June 1. E.S.B. 15384/63.
Spare Parts for Wheels for Iraqi Ports Administration. June 9. E.S.B. 15378/63.
Mechanical, Electrical, Sanitary and Reactor Installation for Ministry of Industry. June 4. E.S.B. 15394/63.

Ministry of Health:
Water Coolers. June 16. E.S.B. 15393/63.*
Pharmaceuticals. June 16. E.S.B. 15375/63.*

Government Oil Refineries Administration:
Lubricants. Closing date postponed to May 28. E.S.B. 3145/63.*
Tinplate. June 18. E.S.B. 16232/63.
Pumping Sets. May 28. E.S.B. 15388/63.

Ministry of Defence:
Tents. May 27. E.S.B. 15376/63.*
Boot Making Materials. June 2. E.S.B. 15380/63.*
Iron Tips; Nails. June 2. E.S.B. 15397/63.*
Wire (Lasting). June 2. E.S.B. 15381/63.*
Overalls. June 9. E.S.B. 15398/63.
Berets. June 5. E.S.B. 15386/63.
Shirts. June 9. E.S.B. 15382/63.
Threads for Boot-making. June 5. E.S.B. 15395/63.*

JORDAN

Gate Valves; Check Valves; Pipe Fittings for Jordan Petroleum Refinery Co. Ltd. June 1. E.S.B. 16044/63.*
Radiators, Pipe-work and Fittings for Jordan Electric Power Co. Ltd. June 3. E.S.B. 16045/63.

KUWAIT

Ministry of Public Health:
Foodstuffs. June 15. E.S.B. 15786/63.
Vehicles. June 8. E.S.B. 15787/63.
Foodstuffs. June 15. E.S.B. 15788/63.

Ministry of Defence:
Mechanical and Turnery Equipment. June 5. E.S.B. 15784/63.
Uniforms (Army). May 29. E.S.B. 15785/63.

Ministry of Electricity and Water:
Cut-outs and Dividing Boxes. May 29. E.S.B. 15731/63.*
Iron Fencing. May 29. E.S.B. 15733/63.*
Refrigerant Cases. May 26. E.S.B. 15732/63.*
Overhead Line Equipment. June 5. E.S.B. 16245/63.*

MALAYA

Water Supply Installation for Public Works Department. June 28. E.S.B. 15763/63.

NEW ZEALAND

Transformer Bank and Spare Unit for New Zealand Electricity Department. July 25. E.S.B. 16221/63.*

The Auckland Electric Power Board:
Transformers. June 28. E.S.B. 15761/63.*
Switchgear. June 28. E.S.B. 15762/63.*

General Post Office:
Connectors. June 12. E.S.B. 16065/63.*
Headphones and Microphones. June 13. E.S.B. 16066/63.*
Blower and Suction Tools. June 12. E.S.B. 16067/63.*

PAKISTAN

Pontoons and Bridges for Ferry Terminals for East Pakistan Inland Water Transport Authority. May 31. E.S.B. 16009/63.*
Distribution Line Hardware Equipment for West Pakistan Water and Power Development Authority. June 17. E.S.B. 16083/63/D.L.F.

PORTUGUESE EAST AFRICA

Tarpaulins for Ports, Railways and Transport Department. June 21. E.S.B. 16216/63.
Water Supply Scheme for Public Works Department. May 31. E.S.B. 15366/63.

RHODESIA AND NYASALAND

Black Tubes for Ministry of Water Development. May 31. E.S.B. 15794/63.
Railway Wagons (Refrigerator) for Rhodesia Railways. (Further Information.) July 16. Tender documents are now available. E.S.B. 11866/63.*

Ministry of Health:
Containers and Chemists' Sundries. May 31. E.S.B. 15795/63.
Operating Theatre Table. May 31. E.S.B. 15797/63.
Intravenous Solutions; Disposable Administration Sets. June 7. E.S.B. 15796/63.

SALVADOR

La Proveeduria General de la Republica:
Chalk. May 31. E.S.B. 15701/63.*
Typewriter Ribbons. June 14. E.S.B. 16071/63.
Drugs. May 29. E.S.B. 15748/63.
Copper Wire. May 30. E.S.B. 15749/63.

SINGAPORE

Copper Tubes for Singapore City Council. June 11. E.S.B. 16013/63.*

SOUTH AFRICA

Laundry Equipment for Cape Provincial Administration. June 21. E.S.B. 15793/63.*

Natal Provincial Tender Board:
Soil Mixer. May 29. E.S.B. 15736/63.*
Pneumatic Tyred Roller. May 29. E.S.B. 15735/63.*
Vibrating Roller. May 29. E.S.B. 15734/63.*

State Tender Board:
Scribing Equipment. May 29. E.S.B. 16041/63.*
Centrifuges. May 28. E.S.B. 16042/63.*
Files, Brushes, Spanners and Tweezers. May 27. E.S.B. 16039/63.*
Tool Bits. May 27. E.S.B. 16037/63.*
Spectrograph. May 28. E.S.B. 16036/63.*
Theodolites. May 30. E.S.B. 16040/63.*
Lapping and Grinding Wheels. May 27. E.S.B. 16038/63.*

South African Railways:
Sodium Aluminate. June 7. E.S.B. 16005/63.*
Electrodes. June 7. E.S.B. 16006/63.*
Construction of Tanker Berth. July 19. E.S.B. 16008/63.

SOUTH VIETNAM

Machinery and Equipment for Veneer and Plywood Factory for Cong-Quan Khai. May 31. E.S.B. 15323/63.

Central Purchasing Authority, Saigon:
Teletype Paper. June 5. E.S.B. 16007/63.*
Meter Repair Laboratory Equipment. (Further Information.) E.S.B. 15337/63/D.L.F.

SPAIN

Water Supply Schemes for Ministerio de Obras Publicas. June 3. E.S.B. 15783/63.
Diesel Locomotives for Spanish Railways. July 31. E.S.B. 16062/63.

SUDAN

Chemical Seed Dressing for the Sudan Gezira Board. June 10. E.S.B. 15348/63.*

Sudan Railways:
Lead Ingots. June 11. E.S.B. 16046/63.
Shunting Tractor. June 10. E.S.B. 16047/63.*
Railway Equipment. June 5. E.S.B. 16048/63.*
Copper Ingots. June 12. E.S.B. 16049/63.
Butt Welding Machine. June 6. E.S.B. 16050/63.

THAILAND

Transformers for the Metropolitan Electricity Authority. June 6. E.S.B. 15767/63/D.L.F.*

State Railways of Thailand:
Axle Billets. June 20. E.S.B. 15765/63.
Steel Rails and Fish Plates. July 23. E.S.B. 16051/63.*
Railway Tyres. June 24. E.S.B. 16078/63.
Mild Steel Channels. June 3. E.S.B. 16079/63.

TURKEY

Woodworking Press for Turkish Maritime Bank. June 3. E.S.B. 16063/63.*

UNITED STATES OF AMERICA

Control Centres; Switchgear; Transformers for Grant County Public Utility District No. 2. May 29. E.S.B. 16035/63.
Main Governors for Hydraulic Turbines for United States Corps of Engineers. (Further Information.) Tender documents now available. E.S.B. 14865/63.*

Bureau of Reclamation, Denver:
Governors for Hydraulic Turbines. June 27. E.S.B. 15717/63.*
Lightning Arresters. May 27. E.S.B. 16076/63.*

URUGUAY

Casein Processing and Packing Equipment for Cooperativa Nacional de Productores de Leche. July 9. Tender documents (in Spanish) available. E.S.B. 15365/63.*

Information for U.K. Exporters (*Continued*)

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

Algeria
Agency inquiry for tea; biscuits; consumer goods; paper; clothing; footwear. (E.S.B. 6483/63.)

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for electronics instruments and equipment; scientific instruments. (E.S.B. 15693/63.)
Manufacture under licence – women's outerwear. (E.S.B. 11685/63.)
Inquiry for track laying machinery. (E.S.B. 15640/63.)

Bahrain
Inquiry for timber; hardware; steel; boiler bricks; tools. (E.S.B. 15009/63.)
Inquiry for paper cups and containers; furniture. (E.S.B. 15084/63.)

British Honduras
Inquiry for soap; baking powder; candles. (E.S.B. 16089/61.)

Canada
Agency inquiry for industrial plant and machinery. (E.S.B. 15049/63.)
Agency inquiry for restaurant equipment. (E.S.B. 15254/63.)
Agency inquiryy for builders' hardware; horticultural equipment; sports equipment – further information. (E.S.B. 9260/63.)
Inquiry for cabinets for radios. (E.S.B. 31694/62.)
Inquiry for steel; steel products. (E.S.B. 14288/63.)
Inquiry for contractors' expendable items. (E.S.B. 14751/63.)
Inquiry for protective clothing for the fishing industry. (E.S.B. 14986/63.)
Water Power Resources. (E.S.B. 3254/63.)

Ceylon
Agency inquiry for drugs; pharmaceuticals. (E.S.B. 13528/63.)
Inquiry for wire. (E.S.B. 15017/63.)
Inquiry for machinery for making wood screws. (E.S.B. 14940/63.)
Inquiry for tin taggers. (E.S.B. 15485/63.)

Chile
Agency inquiry for fishing industry equipment. (E.S.B. 15211/63.)

China
Economic report, February 1963. (C.R.E. 967/63.)

Colombia
Inquiry for diesel engines. (E.S.B. 15042/63.)
Status of representative agents. (770/G.)

Costa Rica
Inquiry for carbonic gas plant. (E.S.B. 15912/63.)
Market report on hand tools. (E.S.B. 10576/63.)

Cyprus
Agency inquiry for pharmaceutical and ethical preparations; surgical instruments. (E.S.B. 15061/63.)
Inquiry for raw materials for artificial teeth. (E.S.B. 9912/63.)

Czechoslovakia/Turkey
Trade Agreement. (C.R.E. 7652/G.)

Finland
Economic report for 1962. (C.R.E. 384/63.)

Germany (Federal Republic of)
Agency inquiry for aluminium. (E.S.B. 15555/63.)
Agency inquiry for soldering equipment; electrical and electronic equipment. (E.S.B. 15289/63.)
Inquiry for tools. (E.S.B. 15449/63.)
Inquiry for hand tools – further information. (E.S.B. 11557/63.)
Economic report, April 29-May 5, 1963. (C.R.E. 1479/G.)
Import committee publication, April 24, 1963 – fresh vegetables. (C.R.E. 158/62.)

Greece
Agency inquiry for electrical equipment. (E.S.B. 15425/63.)

Israel
Agency inquiry for yarn; elastic ribbons and cloth. (E.S.B. 15237/63.)
Agency inquiry for decorating materials; stationery; glassware. (E.S.B. 15409/63.)

Italy
Agency inquiry for fabrics. (E.S.B. 15100/63.)

Japan
Agency inquiry for worsted suitings. (E.S.B. 15027/63.)
Inquiry for electronic measuring instruments; pumps; valves; pipes. (E.S.B. 15006/63.)
Economic report, March 1963. (C.R.E. 5945/62.)

Kuwait
Inquiry for dairy equipment. (E.S.B. 15412/63.)
Inquiry in respect of petro-chemical project. (E.S.B. 9169/63.)

Malagasy Republic
Economic report, July-December 1962 – further information. (C.R.E. 6435/59.)

Netherlands
Agency inquiry for gauges; tools; bushes. (E.S.B. 15676/63.)
Inquiry for printed foil. (E.S.B. 15419/63.)
Market report on space heaters – further information. (E.S.B. 1411/63.)

Netherlands Antilles
Agency inquiry for tea; confectionery; biscuits; toilet preparations; chamois leather. (E.S.B. 15488/63.)

Pakistan
Inquiry for glass fibre yarn; nylon and polyester yarns. (E.S.B. 15236/63.)
Inquiry for machinery for manufacturing and printing tape. (E.S.B. 15548/63.)

Paraguay
Inquiry for electricity generating and line equipment. (E.S.B. 15744/63.)

Peru
Inquiry for mechanical handling equipment; cranes; steel working machinery. (E.S.B. 15483/63.)

Philippines
Economic report, March 1963. (C.R.E. 1323/63.)

Portugal
Inquiry for prefabricated grain storage; fumigation chambers. (E.S.B. 12959/63.)

Portuguese West Africa (Angola)
Economic report, January-March 1963. (C.R.E. 2074/57.)

Rhodesia and Nyasaland
Agency inquiry for textiles. (E.S.B. 15227/63.)

Singapore
Agency inquiry for cast iron sluice valves. (E.S.B. 15062/63.)
Agency inquiry for construction equipment spares; pump components; generator spares; diesel spares. (E.S.B. 15595/63.)
Market report on consultants and contractors. (E.S.B. 5050/63.)

South Africa
Agency inquiry for tweeds. (E.S.B. 15669/63.)
Agency inquiry for women's and children's clothing and accessories. (E.S.B. 15201/63.)
Inquiry for valves for pipelines; flow meters. (E.S.B. 15260/63.)
Inquiry for building plant and machinery; pre-stressing equipment for concrete products. (E.S.B. 15067/63.)

South Vietnam
Economic report for 1962. (C.R.E. 3991/60.)

Spain
Economic report, March 1963. (C.R.E. 2450/63.)

Sweden
Inquiry for front-wheel drive axles; torque converters; dumper trucks. (E.S.B. 12535/63.)
Economic report, March 1963. (C.R.E. 2452/63.)

Switzerland
Agency inquiry for knitwear. (E.S.B. 15884/63.)
Agency inquiry for foodstuffs. (E.S.B. 15028/63.)
Agency inquiry for screws. (E.S.B. 15484/63.)

Turkey
Economic report for 1962. (C.R.E. 152/62.)

Uganda
Agency inquiry for piece-goods. (E.S.B. 15405/63.)
Inquiry for jewellery; watches. (E.S.B. 15891/63.)
Economic report, October-December 1962 – January-March 1963. (C.R.E. 7658/G.)

United States of America
Agency inquiry for biology equipment for schools; surgical and medical instruments. (E.S.B. 15437/63.)
Inquiry for electronic equipment; electro-mechanical equipment; industrial instruments. (E.S.B. 15050/63.)
Inquiry in respect of construction sub-contracts. (E.S.B. 14656/63.)
Inquiry for marine hardware. (E.S.B. 14913/63.)
Inquiry for livestock equipment. (E.S.B. 15427/63.)
Inquiry for saddlery hardware; horse racing equipment. (E.S.B. 15436/63.)
Inquiry for women's hair requisites. (E.S.B. 15492/63.)
Inquiry for synthetic fibre melt spinning equipment. (E.S.B. 13127/63.)
Inquiry for lawn mowers. (E.S.B. 15288/63.)
Inquiry for fabrics for gift and advertising purposes. (E.S.B. 15648/63.)
Classification service for Federal Government suppliers. (E.S.B. 16082/62.)

Uruguay
Economic report, January-March 1963. (C.R.E. 4611/62.)

Various Countries
NATO Infrastructure Contract Awards. (G.D. 2408/62.)

Yugoslavia
Economic report, January-March 1963. (C.R.E. 6002/G.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New By-laws

The undermentioned goods will be admitted under the following tariff items until further notice:

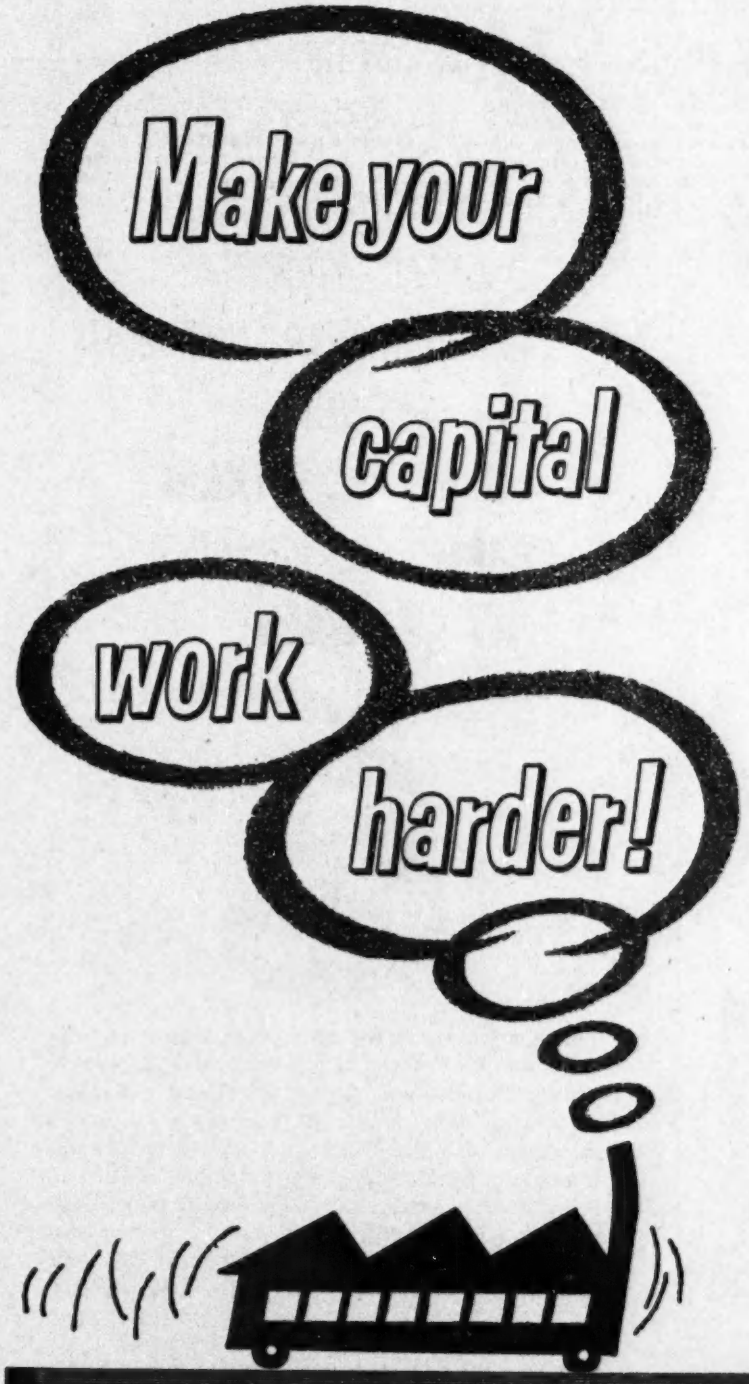
Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
PAPER AND PAPERBOARD:		
Otherwise classifiable under Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.:		
Containing hemp or jute fibres, for use in the manufacture of paper backed abrasives, under security	335 (A) (1) (e)	Free
Ivory paperboard having a substance exceeding 145 grammes per square metre		
Vulcanized paperboard having a substance exceeding 205 grammes per square metre		
335 (G), viz.:		
Black multiwall sack kraft	335 (G) (1) (c)	Free
Coated, having a substance exceeding 205 grammes per square metre for use in a factory licensed under the Excise Act 1901-1962, in the manufacture of playing cards, under security		
Silicone treated sack kraft		

Amended By-laws

The following By-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ABRASIVES:		
Pouncing paper, for use in the hat industry, under security	449 (A) (1)	Free
CELLULOSE, regenerated, in the form of non-cellular film sheets or strips, otherwise classifiable under Tariff Item 365 (A):		
Cellulose, transparent, coloured, coated on one side with polyvinyl chloride-acetate artificial resin, in widths not exceeding one inch		
Cellulose, transparent, not printed, less than 6 inches in width, in reels, for use with automatic wrapping machines, under security		
PAPER AND PAPERBOARD:		
Coated, whether or not cut to size or shape, of the type used, after impression and chemical treatment, as plates for offset printing appliances	335 (E) (1) (c)	Free
Embossed offset printing paper otherwise classifiable under Tariff Item 335 (E) (5)		
Embossed papers having ripple finish, linen finish, crash finish and the like, otherwise classifiable under Tariff Item 335 (E) (5)		
In rolls or sheets:		
Otherwise classifiable under Tariff Item 335 or 336, *viz.*:	449 (A) (1)	Free
Coated with one of the following substances, otherwise classifiable under Tariff Item 335:		
Chlorinated rubber;		
Melamine formaldehyde resins plasticized with alkyd resins;		
Varnish of base of tung oil or linseed oil or both;		
Vinyl chloride-acetate copolymers;		
Urea formaldehyde resins, oil blended and pigmented;		
Containing approximately 50% by weight of hemp and being resistant or impervious to dry cleaners' solvents;		
For coating with photosensitive silver emulsions, under security;		
For use for electrical insulating purposes, otherwise classifiable under Tariff Item 335 (G) or 336 (E) (5), under security but not including mica paper or paperboard;		
Tracing paper otherwise classifiable under Tariff Item 335 *except* for Tariff Item 335 (C) (2).		
Not otherwise classifiable under Tariff Items 335 or 336, viz.:		
Carpet felt paper or paperboard seal coated, bitumen saturated, in rolls exceeding 6 feet in width, for use in the manufacture of printed floor coverings, under security.		
Otherwise classifiable under Tariff Item 335 (A) (2) (d), 335 (A) (4) or 335 (A) (5), viz.:		
Carpet felt paper, for impregnation with oil or bitumen, under security	335 (A) (1) (e)	Free
Dry flong.		
For use for electrical insulating purposes, under security.		
For use in the manufacture of cards for statistical tabulating machines, under security.		
For use in the manufacture of Braille writings, under security.		
For use in the manufacture of paper patterns, under security.		
Having a substance not exceeding 32 grammes per square metre for use in the manufacture of paper serviettes, under security.		
Having a substance not exceeding 27 grammes per square metre, for use in the manufacture of waxed paper or of carbon paper, under security.		
Having a substance exceeding 27 grammes per square metre and not exceeding 34 grammes per square metre, for use in the manufacture of waxed paper for twist wrapping machines, under security		
Printing paper having a substance not exceeding 205 grammes per square metre:		
Containing more than 55% mechanical pulp.		
Containing no bleached chemical pulp but more than 25% mechanical pulp.		
Litho, one-sided calendered.		
Writing paper having a substance not exceeding 37 grammes per square metre, containing more than 55% mechanical pulp.		
Writing paper having a substance not exceeding 205 grammes per square metre, containing more than 55% mechanical pulp.		
335 (A) (3), viz.:		
For use otherwise than in the manufacture of toilet paper, under security	335 (A) (1) (d)	Free
In sheets, the lengths of any side not to exceed 80 inches		
335 (G), viz.:		
Cast coated paper, otherwise classifiable under Tariff Item 335 (G) (4) (d) or 335 (G) (4) (e).		
Coated fibreboard, for use in the manufacture of travel goods, under security.		
Coated paper containing more than 55% mechanical pulp, otherwise classifiable under Tariff Item 335 (G) (4) (d).		

(*Continued on page* 1165)



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FREIGHT GOES STRAIGHT TO EUROPE

BRITISH RAILWAYS

Australia (*Continued*)

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Coated socking paperboard, blotter backed or combined with cloth, otherwise classifiable under Tariff Item 335 (G) (5) (c)) for use in the manufacture of boots, shoes or slippers, under security.	335 (G) (1) (c,	Free
Impregnated against after glow as used for paper safety matches, otherwise classifiable under Tariff Item 335 (G) (5) (b) or 335 (G) (5) (c).		
Oiled, otherwise, classifiable under Tariff Item 335 (G) (5) (b) or 335 (G) (5) (c).		
Sensitized cheque paper, otherwise classifiable under Tariff Item 335 (G) (4) (d) or 335 (G) (5) (b), in which the sensitizing agents were added to the pulp during the process of manufacture of the paper.		
Tinted pasteboards having a substance exceeding 145 grammes per square metre, otherwise classifiable under Tariff Item 335 (D) (3) or (4)	335 (D) (1) (b)	Free
Tissue paper otherwise classifiable under Tariff Item 335 (A) (3), for use, in a factory licensed under the Excise Act 1901-1962, in the manufacture of cigarette papers, under security	335 (A) (1) (c)	Free
PIPES AND TUBES (non-metallic) for use for electrical insulating purposes, under security, and of the following compositions:		
Asbestos.		
Fibreglass.		
Paper or paperboard not including goods wholly or principally of paper or paperboard, coated or impregnated with phenol-formaldehyde artificial resins.	449 (A) (1)	Free
Polytetrafluoroethylene.		
Rubber or synthetic rubber, but not including goods wholly or in chief part by weight of hard rubber or silicone rubber.		
Textile materials, except goods of cotton or chiefly by weight of cotton, but not excepting goods of varnished cotton.		
Vinyl or vinylidene polymers or copolymers.		
TEXTILE FABRICS:		
Otherwise classifiable under Tariff Item listed in the Table hereunder, for use otherwise than as toe puffs in the manufacture of boots, shoes and slippers, under security .	327	Free
THE TABLE:		
Tariff Item 459 (C) (4) (b)		
459 (C) (5)		
463 (C) (4)		
463 (C) (5) (a) (2)		
463 (C) (5) (b)		
463 (C) (6)		
464 (C) (4)		
464 (C) (5)		
464 (C) (6) (a)		
464 (C) (6) (c)		
464 (C) (6) (d)		
464 (C) (6) (e)		
464 (C) (6) (f)		
466 (C) (4) (b)		
472 (C)		
473		
477 (C)		

Cancelled By-laws

The following goods are removed from the provisions of By-law entry and will now be classified under the substantive Item indicated:

PAPER AND PAPERBOARD:		
Coated printing paper, otherwise classifiable under Tariff Item 334 (F) (3) (c), for use in the production of books with hard covers, of types which, if imported, would be classifiable under Tariff Item 339 as books, under security	335 (G) (4) (d)	30% *ad val. less* £4 10s. per ton.
In rolls or reels of less than 6 inches in width upon which a colour has been painted or deposited as used in embossing or printing .	232 (F)	Free
Otherwise classifiable under Tariff Item:		
334 (F) (2) (d) for use in the production of books with hard covers, of types which, if imported, would be classifiable under Tariff Item 339 as books, under security .	335 (A) (4) (b) or 335 (E) (5) (b) or 335 (B)	£28 3s. 4d. per ton Free
334 (G) (6) (b) for corrugating under security .	335 (G) (4) (c)	£30 per ton *or* 40% *ad val.* less £2 per ton, whichever rate returns the lower duty.
334 (J) (4), for use in the production of books with hard covers, of types which, if imported, would be classifiable under Tariff Item 339 as books, under security . . .		
334 (M) (1) (d), for use in the production of books with hard covers, as determined by the Minister, of types which, if imported, would be classifiable under Tariff Item 339, as books, under security.	335 (A) (4) (b) 335 (D) (3) (b) 335 (E) (5) (b)	£28 3s. 4d. per ton
334 (M) (2) (d), for use in the production of books with hard covers, as determined by the Minister, of types which, if imported, would be classifiable under Tariff Item 339, as books, under security.	335 (A) (5), (C) (3) (b), (D) (4), (E) (3) (b) (2) or (E) (6).	Various

NOTE: Specific rates are quoted in Australian currency: £A125 = £ Sterling 100.

The By-laws under Tariff Items:
334 (F) (2) (b)
334 (J) (2)
334 (M) (1) (c)
334 (M) (2) (c)
334 (O) (1) (b)
334 (Q) (2);
which provided for entry according to a defined price per ton have been cancelled and reclassified mainly under the following new items:
335 (A) (2) (a)
335 (D) (2)
335 (E) (2) (a)
335 (G) (2) (a).

Provision is made in these new items for Ministerial Determination to apply in lieu of By-law prescription.

The following By-law references have not as yet been carried forward on various grounds (e.g., uncertainty as to goods covered, redundancy, etc.), except insofar as they may be covered in part by By-laws mentioned on previous pages of this notice. They are available for reinstatement on request to the Australian Customs subject to identification of the goods and the active commercial interest of the applicant. Samples required - minimum 600 square inches. Any specifications available would be appreciated.

334 (K) (2) (a):
Paper otherwise classifiable under Tariff Item 334 (K) (2) (b), as follows:
Calf, coloured, plain or embossed.
Coated exercise book cover, coloured, plain or embossed.
334 (Q) (1):
Boards otherwise classifiable under Tariff Item 334 (Q) (2) or (3), viz.:
Antique.
Beer mat, embossed.
Cloth centred, cloth lined or imitation cloth lined.
Leatherboard, for use in the manufacture of suit cases, attache cases, portmanteaux or trunks, under security.
Mould made.
Oilproof.
Ticket, enamelled.
449 (A) (1):
Paper and paperboard:
Asbestos, corrugated.
Asbestos, other than filter paper, of thickness less than 1/32 inch.
Cartridge, for use in the manufacture of shells for shotgun cartridges, under security.
Fibreboard, other than soft fibreboard, in sheets or rolls, otherwise classifiable under Tariff Item 334 (I) or 340 (C).
Having a substance not exceeding 11 lb. for 480 sheets 20 inches by 30 inches, for use in the manufacture of transfers, under security.
Imitation cork, in reels or bobbins, for use in the manufacture of tipped cigarette papers, under security.
Plain or printed, as used for excluding light from sensitized photographic films.
Testing, other than litmus paper, being an absorbent paper treated in part with an indicator chemical, for testing the acidity and alkalinity of solutions.
Tissue, for use as a dielectric in the manufacture of electrical condensers, under security.
Tissue, for use in interleaving sheets of pen carbon paper of Australian manufacture, under security.
Tissue, having a substance exceeding 9 lb. for 500 sheets 20 inches by 30 inches, for use in the manufacture of copying paper to be used without moisture, under security.
Tissue, having a substance not exceeding 13 lb. for 480 sheets 20 inches by 30 inches, for use in the manufacture of paper serviettes, under security.
Transfer, marbling, bookbinders'.

Substitute Notice

THE AUSTRALIAN Customs and Excise Substitute Notice No. 1 (published in full in the *Board of Trade Journal* on January 12, 1962, page 82) is amended by Substitute Notice No. 22 as follows:

Substitute Notice No. 22

Substitute Notice No. 1 is amended by deleting from the first and second columns the goods as shown below:

First Column (Substitute)	Second Column (Dutiable Goods for which Goods in First Column are Substitutes))
(a) By deleting: Millboards	Boards, n.e.i.

(*Continued on next page*)

Australia (*Continued*)

Tariff Changes

CHANGES HAVE been made in the Australian Tariff affecting the rates of duty payable on chicory roots and textile handkerchiefs.

Details of these changes will be published in the *Board of Trade Journal* as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

VENEZUELA

Import Control

THE BRITISH EMBASSY in Caracas report that on April 24 the Venezuelan Ministry of Development made the following announcement:

Importation of Iron and Steel Products

Importers of Iron and Steel Products are advised that:

1. No licences will be granted for the importation of bars, pins, rods, "L" and "V" angles, "T", "H", "U" and "I" beams, rails, sheets, etc. which are imported under tariff classifications 681-01-00, 681-03-00, 681-04-01, 681-04-02-1 to 681-04-02-7, 681-04-03-1 and 681-04-03-2, 681-08-00, 681-11-01, 681-11-02, and which can be substituted by Venezuelan production of the same materials.
2. To fill requirements of special materials intended for specific projects, which cannot be supplied by local or Venezuelan production, the necessary licences will be authorized. Caracas, April 24, 1963.

Import Control

By a Resolution, issued by the Venezuelan Ministries of Development and Finance, published in the *Official Gazette* of April 4, 1963 and effective from the same date, imports of the following item have been made subject to licence:

Item No.	*Description*	*Duty*
512-03-00	Glycerine (propane-triol)	0-20

COSTA RICA

Correction to Customs Tariff Changes

A NOTICE published in the *Board of Trade Journal* on January 25, 1963 (page 231) gave details of a change in the Costa Rican Customs duty on bags and sacks of jute, henequen and similar coarse fibres. H.M. Embassy in San Jose now report, however, that the correct duty is, in fact, as follows:

Tariff No.	Description	Unit	New Duty	Old Duty
656-01-00-01	Bags and sacks of jute, henequen, and similar coarse fibres with a capacity of less than 100 litres	Gross Kilo	(Colones + c.i.f.) 0·10 + 19% *ad val.*	*ad val.* (No change)
	Bags and sacks of jute, henequen, and similar coarse fibres with a capacity of more than 100 litres	Gross Kilo	0·40 + 76% *ad val.*	0·10 + 19% *ad val.*

MEXICO

Import Licensing

By DECREES published in the Mexico *Diario Oficial* on, and effective from, the dates stated, the following goods were made subject to prior Import Licence.

Tariff No.	Description
Published April 5, 1963.	
742.03.00	Aerials for radio receivers.
742.03.01	Aerials for television receivers.
Published April 26, 1963.	
715.11.33	Grinding machines, mechanically operated, whether or not incorporating a cooling or polishing device, for working metals, provided their weight exceeds 25 kilograms.
721.03.00	Grindstones and ironwork therefor.
721.03.01	Circular stones for making grindstones.
721.03.99	Stones, n.s.m., for whetting or grinding.

CANADA

'Made in Canada' Ruling

THE FOLLOWING ruling has been made for Customs purposes: Of 'a class or kind made in Canada':

Propyl Gallate.

(Ruling effective June 7, 1963)

The above information is contained in Canadian Department of National Revenue Memorandum Series D51-33-1 dated May 7, 1963.

ICELAND

New Customs Tariff for Imports

A NEW Icelandic Customs Tariff for Imports, based on the Brussels Nomenclature, has been introduced by the Icelandic authorities and came into force on May 1.

The Icelandic authorities have used the following principles in preparing the tariff:

(a) the former Customs duties, with additions, will be incorporated in one main duty (usually an *ad valorem* duty) on all types of goods;

(b) related goods will be subject to the same amount of duty; and

(c) the new *ad valorem* duty will not be higher than 125 per cent. on any goods.

Although in general the new duty is similar to the total of the previous ones, there are many exceptions and the tendency has been for a reduction rather than an increase.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

SPAIN

Removal of Some Transitory Duties

'TRANSITORY DUTIES' (which in many cases were appreciably lower than the permanent duties) were introduced for certain goods which were not manufactured in Spain. In the *State Gazette* of March 28, the Spanish authorities published an order to the effect that such duties shall be removed and permanent duties reimposed at the request of interesed Spanish manufacturers, once the existence of national production has been proved.

As a result of this Order the following goods, which are already being manufactured in Spain, are immediately affected:

Spanish Customs Tariff numbers	Goods
84.21 A-1	Spray guns
84.23 B	Vibration rollers
84.36 C-2	Bale breakers, cotton openers, etc.
84.37 C	Embroidery machines
84.45 B-16	Special gear cutters
84.49 B	Pneumatic tools for working in hand
84.59 D-2	Oil extraction machines for solvents

The following items are at present being studied by the Spanish authorities, with a view to the removal of the transitory duties:

84.05 B	Steam turbines
84.45 B-3(c)	Automatic lathes (1.5-3.5 metric tons)
84.45 B-4	Vertical lathes
84.45 B-8(b)2	Drilling machines of over 150 mm.
85.01 A	Vertical alternators

Inquiries about this notice should be made to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Short-Circuit Ratings for Mineral-Insulated Cables

Report Ref. F/T199 of the Electrical Research Association, issued to members in July 1962, describes experimental work to establish short-circuit ratings for mineral-insulated cables having low-temperature seals. Copies: Publication Sales Department, E.R.A., Cleeve Road, Leatherhead, Surrey. Price 12s. 6d., plus 6d. postage.

FRANCE

Import of Goods from Britain under Negotiated Quotas

THE FRENCH *Journal Officiel* of May 10, 1963, announced the opening of the undermentioned quota for the full annual value for 1963.

Quota No.	Description	Tariff No.
1	Fish, fresh or frozen. Import licence applications shou'd be accompanied by pro-forma invoices in duplicate, dated and prepared by the exporter via Britain, bearing his signature and seal and stating in block letters the type and quantity of each item	Ex 03-01

Applications for import licences for the above quota and quota No. 2 (smoked fillets of cod, Tariff No. 03-02 BII and ex 2) on form AC and accompanied by a pro-forma invoice must reach La Direction des Relation Economiques Extérieures, Service des Autorisations Commerciales (Importations), 8 rue de la Tour des Dames, Paris (9e), not later than 11.30 a.m. on May 28, when they will be examined simultaneously by the appropriate Services Techniques.

This notice amends the earlier notice published in the *Board of Trade Journal* dated May 3, 1963, (pages 1028-9).

The French text of the notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of Potatoes

The French *Journal Officiel* of May 9, 1963, announced that from May 11 to May 25, 1963, imports of early potatoes, (Tariff No. 07-01 A IIa 26) originating in and being imported from all countries except those of EEC members, will be allowed under the minimum price procedure as defined by the general notice to importers of July 29, 1962.

These prices will be fixed later and an administrative visa will be granted automatically whatever the level of prices established.

Import licences will be valid for four days only, but will, in any case, expire on May 25.

IRAN

Restrictions on the Import of Drugs

THE IRANIAN Ministry of Health have recently published an announcement to the effect that with certain exceptions applications from foreign manufacturers or their agents for the registration of new pharmaceutical items for sale in Iran will not be considered for a period of at least six months, starting from the beginning of the new Iranian year on March 21, 1963. The text of the announcement has been translated as follows:

'As from March 21, 1963, and for not less than 6 months, no application in respect of the import of new drugs shall be entertained except when the drugs are the result of important scientific discoveries and useful in the treatment of difficult diseases. Applications in respect of the said drugs shall be accompanied by suitable scientific information, including reports on clinical observations.

'Applications bearing on the extension of licences to import authorized drugs for which existing licences are on the point of expiry shall be entertained for consideration and be decided upon. Drug importers are requested to abstain from requesting permission to import new drugs and not to waste the time of the Health Ministry's staff to no purpose.'

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2023), quoting reference CRE/2750/G.

World Bank

A layman's account of the activities of the World Bank entitled 'The World Bank' written by James Morris has been published. The book was commissioned by Mr. Eugene Black, the Bank's president from 1949 to 1963. Faber & Faber, 25s.

JORDAN

Import Licensing Regulations

TWO ORDERS have been issued in Jordan which amend certain previous regulations. The new orders, as far as they affect British exporters, are as follows:

1. The following goods, which were previously subject to the normal 4 per cent. import licence fee, are now exempt:
   - live animals,
   - babies' milk powder,
   - antibiotics,
   - veterinary products,
   - antisera,
   - vaccines,
   - fertilizers,
   - jute bags and
   - printed materials.

2. The following goods, which were previously exempt, are now subject to the normal 4 per cent. import licence fee:
   - agricultural machinery,
   - aircraft and parts thereof,
   - potash, phosphate and cement companies' requirements,
   - imports by the Armed Forces and the N.A.A.F.I. of the Jordan Arab Army,
   - imports by the Jordan Government,
   - imports by His Majesty the King,
   - imports by Diplomatic Missions, Municipalities, Charitable and Religious Institutions,
   - mother of pearl and equipment for gathering sponges and sea shells.

All inquiries about this notice should be addressed to the Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

SUDAN

Import Restrictions Lifted

QUOTAS have been established for the import into Sudan of certain goods the import of which has in the past been restricted to protect local production. The goods and maximum quotas are as follows:

		£S.1=£1 0s 6d
1.	Knit-wear	£S.24,000
2.	Sweets	£S.4,500
3.	Soap – toilet soap included	£S.10,000 – £S.5,000 for toilet soap
4.	Aluminium and enamel ware	£S.50,000
5.	Paints	£S.60,000
6.	Shoes	£S.600,000
7.	Mirrors	£S.20,000
8.	Cheese	£S.1,400
9.	Butter	£S.1,000

KUWAIT

Export of Sugar Prohibited

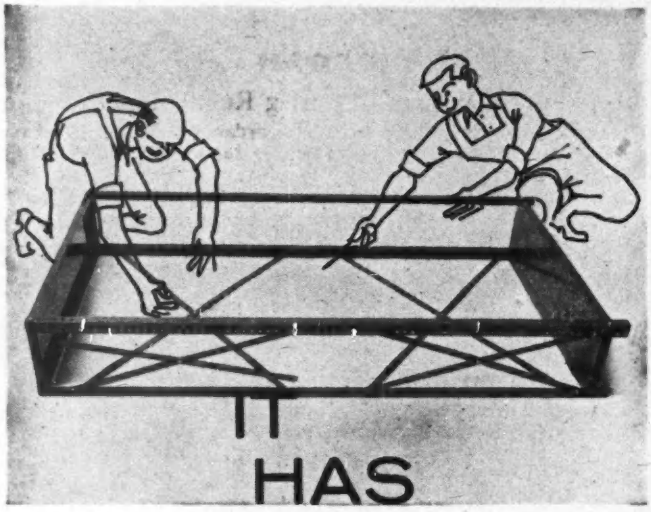
THE KUWAITI Minister of Commerce has issued a decree dated May 8 prohibiting the export of sugar until further notice, in order to protect supplies for consumption in Kuwait.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2023), quoting reference CRE 880/63.

Visits Overseas by U.K. Businessmen

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice of Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.



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PRESTWICK	Cargo Service Building, 390 Prestwick Airport, Ayrshire. (Tel.: Prestwick 78006).
MANCHESTER	326 Chester Road, Manchester 16. (Tel: Trafford Park 2241). Building 8, Manchester Airport. (Tel.: Mercury 5262, Ext. 236).
BIRMINGHAM	Gazette Building, Corporation Street, Birmingham 4. (Tel.: Birmingham Central 3417)

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Firms

THE impending liquidation of the following Indian businesses has been reported by H.M. Consulate-General in Lourenço Marques. Claims against their assets must be submitted by June 10, 1963.

District of Lourenço Marques

Baga Govan, Babu Morarji, B. Lakbhai & Co.*, Cantilal Bagoandas, Damiben Dullabhai, Getta Rangy, Ishwarlal Naran, Jamnadas Mulji, Ramabhai Mohanlal, Kanshan Dharsy, Kurvajee Parbhu, Khandubhai Paragji, Lauchand Naggi, Matavarshim Naggibhai, Maganlal Jamnadas, Ltd., Natuvarshim Naggighai, Naran Kara, Ratanshi Devji, Ranchod Govan, Shaganlal Jetang, Zabhai Makase, Naran Kunverjee & Co., Prabhudas Popatlal Dattani, Dayalal Gopalji, Manharlel Parsotamo, Carsane Getta, Kansham Dharsi, Harjivan Gokaldas, Nathalal Ranchod & Co. Vipra Odhavjee Nathu & Co. Ltd. B. Lakhabhai & Co.* (different firm).

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, Whitehall, London, S.W.1. (Tel. No.: Trafalgar 8855, Ext. 3082).

Additional Documentation of Certain Imports

IT HAS BEEN reported by H.M. Consul-General in Lourenço Marques that from July 1 certificates of price at place of origin, authenticated by a Portuguese consular officer, will be required for imports into Mozambique of all duty-free goods, of all goods chargeable with up to 10 per cent. *ad valorem* duty, of goods subject to special taxes, and of textiles of cotton, linen, silk, and mixed thread.

It is understood that a commercial invoice certified by a Portuguese consular officer will be acceptable as a certificate of price. Consular invoices ('declarations of cargo') will continue to be necessary as hitherto.

PORTUGUESE WEST AFRICA (ANGOLA)

Additional Documentation for Certain Imports

IT HAS BEEN confirmed by H.M. Consulate-General in Luanda, that, in accordance with a regulation of August 8, 1962, published by the provincial government of Angola, a 'certificate of price at the place of origin' is required in respect of all imports into Angola of the following goods:

Table and mineral waters (except in tablet form)
Arms
Munitions
Dried cod
Ham
Onions
Food preserves
Fresh fruit
Milk, condensed or in powder
Macaroni, etc.
Margarine
Ovomaltine and similar products
Fresh fish
Fresh imported products
Soap
Cotton textiles in the piece
Woollen and mixed textiles in the piece
Bicycles
Glassware
Common wine in the barrel.

This certificate of price is normally in the form of a commercial invoice certified by a Portuguese consular officer, and is additional to the declaration of cargo certified by a Chamber of Commerce and authenticated by a Portuguese consul.

Automation at Low Cost

'Counting and Weighing', the first Department of Scientific and Industrial Research's booklet in the series Automation at Low Cost, outlines the ways in which the human element is replaced by inexpensive automatic counting equipment. Copies free from The Library, DSIR, State House, High Holborn, London, W.C.1.

REPUBLIC OF SOUTH AFRICA

Customs Tariff Change

GOVERNMENT NOTICE No. R.623, published in the *South African Government Gazette* of May 1, sets out the following amendment to the Customs Tariff with effect from that date. Britain pays the intermediate rate of duty in this instance.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
		Cents	Cents	Cents
78	By the substitution for sub-paragraph (b) of paragraph 3, of the following sub-paragraphs:			
	(b) knitting yarn other than filament yarn	—	15% with a minimum of 30	—
	(c) other . . . . . per lb.	—	5%	10%

Rebate of Duty for Manufacturing Purposes

GOVERNMENT NOTICE No. R.624, published in the *South African Government Gazette* of May 1, amends the Second Schedule of the Customs Tariff and provides, with effect from that date, for the rebate of duty to the extent set out below on the following goods when imported or withdrawn from bond by registered manufacturers for use in the industry specified:

Tariff Item	Article	Duty Rebated as under
451	Textile Industry: By the substitution, for paragraph (3), of the following paragraph: (3) Yarns for use in the manufacture of knitted goods, but excluding the following yarns: Yarns of 50% or more of unmercerized cotton Yarns of more than 50% wool spun on the worsted system Yarns of more than 50% man-made staple fibre, including rayon or cellulose acetate Yarns of mixtures of cotton, rayon or cellulose acetate only, not mercerized.	To the extent of the intermediate duty.

Rebate of Excise Duty

GOVERNMENT NOTICE No. R.603, published in the *South African Government Gazette* of May 1, amends Schedule No. 2 of the Excise Act, 1956, and provides, with effect from the date of the Notice, for a rebate of excise duty to the extent shown below in respect of motor cars manufactured wholly or partly from locally manufactured parts and materials:

Item	Rebate
80. Wholly or partly manufactured from locally manufactured parts and materials and having a content of locally manufactured parts and materials by weight of:	
(a) more than 25% but not more than 30%	15% of the whole duty
(b) more than 30% but not more than 35%	18% of the whole duty
(c) more than 35% but not more than 40%	22% of the whole duty
(d) more than 40% but not more than 45%	27% of the whole duty
(e) more than 45% but not more than 50%	33% of the whole duty
(f) more than 50% but not more than 55%	40% of the whole duty
(g) more than 55% but not more than 60%	48% of the whole duty
(h) more than 60% but not more than 65%	57% of the whole duty
(i) more than 65% but not more than 70%	67% of the whole duty
(j) more than 70%	75% of the whole duty

Import Control

THE COMMERCIAL SECTION of the British Embassy at Pretoria has reported an announcement by the Minister of Economic Affairs of further import quotas for 1963, as follows:

Consumer Goods

Consumer goods allocations are increased to 110 per cent. of the average imports during 1959 and 1960 in the case of Category A and to 45 per cent. of an importer's assessment in respect of Category B.

Raw Materials

An initial allocation for 1963 of 50 per cent. of 1960 imports was made to dealers importing raw materials for re-sale. A further 50 per cent. issue is now authorized bringing the total to 100 per cent. of 1960 imports.

Capital Plant and Equipment

No further quota has been announced but permits will be granted to

(*Continued on next page*)

South Africa (*Continued*)

merchants for stock as requested, having due regard to local availability.

Textile Piece-goods

An initial allocation of 50 per cent. of average 1959/60 imports was made. An additional 50 per cent. of this advance issue has now been authorized bringing the total up to 75 per cent. of the average annual imports during 1959 and 1960.

Rice

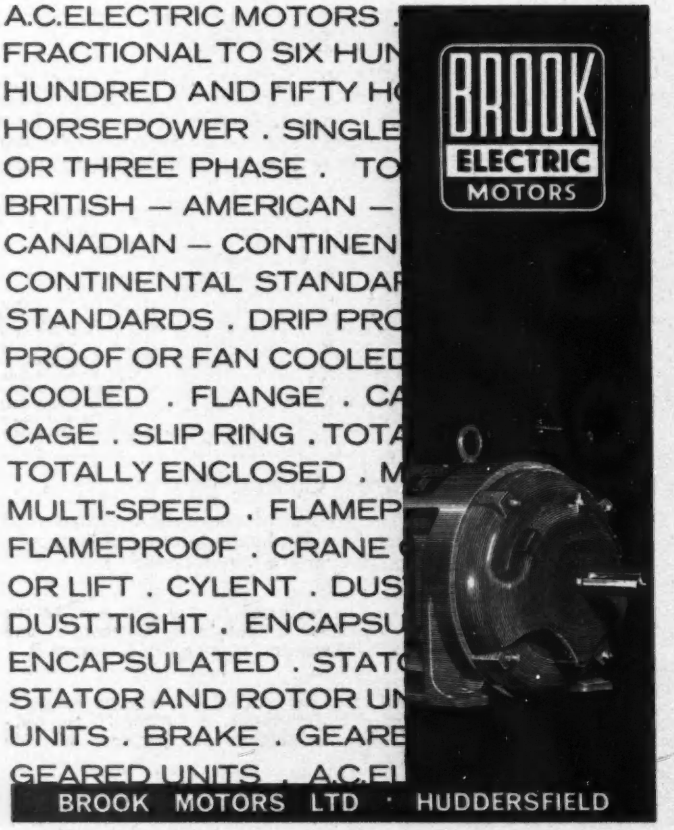
Initial quotas equal to 50 per cent. of 1960 imports were made. Further permits equal to those already issued in 1963 will be made available to importers of rice bringing the total to 100 per cent. of 1960 imports.

FEDERATION OF RHODESIA AND NYASALAND

Suspension of Duty

FEDERAL GOVERNMENT Notice No. 139, published in the Federation of Rhodesia and Nyasaland *Government Gazette* of May 3, amends, with effect from that date, the existing list of suspensions of duty by the insertion of the following items:

Item		Effective Rate of Duty			
		Duty A	Duty B	Duty C	Duty D
Ex 119 (1) (a)	Inspection bends, inspection elbows and inspection tees; round and rectangular junction boxes (other than switch boxes), including covers therefor; being fittings for electrical conduit tubing having an outside diameter of not less than ¾ inch and not more than one inch . *ad val.*	20%	10%	Free	Free
Ex 171 (e)	Waste glass (cullet)	Free	Free	Free	Free



63/10

CEYLON

Import Licensing Policy

IN IMPORT Control Trade Notice No. 10. issued by Ceylon's Controller of Imports and Exports on April 26, 1963 the attention of importers and the general public has been drawn to the Import Licensing Policy (1963) relating to the following items:

(1) Vegetable Seeds: Import allocations to the extent of 130 per cent. of 1961 imports have been released to Registered Importers for the import of vegetable seeds during 1963. In addition, 'non-commercial' imports on 'actual user basis' will also be permitted against Special Certificates issued by the Ministry of Agriculture, Land, Irrigation and Power.

(2) Poultry Drugs: Registered Importers may forward the Import and Export Control indents through the Director of Agriculture for the issue of licences. In addition, 'non-commercial' imports on 'actual user basis' will also be permitted against Special Certificates issued by the Ministry of Agriculture, Land, Irrigation and Power.

(3) Veterinary Drugs; – Registered Importers are referred to Import Control Notice No. 10/63 dated February 16, 1963, details of which were published in the *Board of Trade Journal* of March 8, 1963 (Page 594).

(4) Agro Chemicals: – Import licences for 1963 have been released to the trade (October 1962 to February 1963) for the importation of insecticides, fungicides, disinfectants and similar preparations to the extent of 130 per cent. of 1961 imports. Supplementary quotas will also be issued to Registered Importers against indents endorsed by the Ministry of Agriculture, Land, Irrigation and Power.

(5) Agricultural Machinery: – Agricultural machinery (other than agricultural tractors) are not subject to 'quota control'. Import licences will be granted to Registered Importers or 'actual user' applicants against indents endorsed by the Ministry of Agriculture, Land, Irrigation and Power.

(Preference in the issue of licences will be given to imports on the basis of deferred payment terms or other concessionary credit arrangements with foreign suppliers).

(6) Agricultural Machinery Components and Spares: Licences will be granted to Registered Importers against evidence of imports of machinery/machinery spares during 1961/62.

Books and Periodicals — Import Allocation 1963 Balance Quotas

IN IMPORT Control Notice No. 18/63 Ceylon's Controller of Imports and Exports has requested importers to submit to his Department a Statement of: —

(a) Books and Pamphlets — Quota Item No. 24
(b) Newspaper and Periodicals — Quota Item No. 25

imported by them during any selected year 1959, 1960 or 1961.

The notice also contains the following information:

Import documents. – A Statement in respect of each quota item should be supported by Customs stamped entries or related invoices and any other documentary evidence in proof of importation (e.g., Bank Drafts, Exchange Control authorisation, etc.).

Monthly Schedule of Imports. – Import documents should be on a monthly basis indicating the total value of imports (CIF in rupees) for each month.

Closing date. – The Import Statement for each quota item should be forwarded in duplicate to this Control under registered cover before May 10, 1963 in order that the balance quotas for 1963 may be released to the trade before June 1963.

Cancellation of Licences. – Importers who fail to submit Import Statements and documents to this Control as indicated above, will not be permitted to utilize their advance quota allocations/licences after June 30, 1963.

Exchange Control

THE CEYLON Exchange Control Act, No. 24, of 1953, has been amended by the inclusion of the following sub-paragraph (9):

> '(9) the taking out of Ceylon by any person not ordinarily resident in Ceylon, of goods produced or manufactured in Ceylon, in such quantity and of such value as may be authorized by the Collector in his absolute discretion, out of monies brought into Ceylon, if, but only if, such persons at the time of such arrival made a declaration in respect of such monies to the Collector in the form provided for the purpose by the Bank.'

Work Study

Aspects of work study techniques—its purposes, implications and uses are discussed in a British Institute of Management publication entitled 'Work Study'. Copies: Sir Isaac Pitman and Sons Ltd., London. Price 22s. 6d.

SINGAPORE

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

INDUSTRY	PRODUCTS
Chemicals	(i) Water repellant concrete additives
	(ii) Air entraining cement additives and plastifiers
	(iii) Protective concrete additives against oil and acid attacks
	(iv) Concrete setting retarders

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal* of March 29, 1963, page 727. Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317) quoting reference CRE6197/2G.

FEDERATION OF MALAYA

Imports of Fruit Machines

THE BOARD OF TRADE have received a copy of the Customs (Prohibition of Imports) Order, 1954 (Amendment) Order, 1963, which prohibits the importation of Fruit Machines into the Federation of Malaya.

The notice published in the *Board of Trade Journal* of March 3, 1955 (page 589) and subsequently amended about the treatment accorded to goods of United Kingdom origin imported into the Federation of Malaya has been further amended by the addition of Fruit Machines to the list of goods requiring specific import licences.

GILBERT AND ELLICE ISLANDS

Revised Customs Tariff and Import Regulations

THE BOARD OF TRADE have received from the Gilbert and Ellice Islands copies of the following proclamations which may be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4:

(1) Proclamation No. 6 of 1962 containing a revised First Schedule to the Customs Duties Ordinance which provides for the imposition of Customs duties on goods imported into the Gilbert and Ellice Islands.

(2) Proclamation No. 7 of 1962 which lists the goods exempted from payment of Customs duties on importation into the Colony.

(3) Proclamation No. 8 of 1962 which prohibits the importation of certain goods.

(4) Open General Import Licence No. 1 of 1962 which replaces Open General Import Licence No. 1 of 1960. The regulations for goods of United Kingdom origin which were published in the *Board of Trade Journal* of March 25, 1960 are unchanged.

B.O.T. Departments, Overseas Officers and Commercial Inquiry Officers

	Last published in Board of Trade Journal
British Commercial Representatives Overseas	29 Mar. 1963
Board of Trade Departments . . .	3 Aug. 1962
Board of Trade, Regional Organization .	3 May 1963
E.C.G.D. Local Offices	3 May 1963
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	1 Feb. 1963
U.S. Consular Offices in the U.K. . .	21 July 1961

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These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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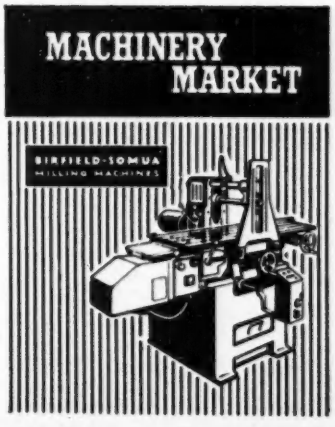
which one got the contract?



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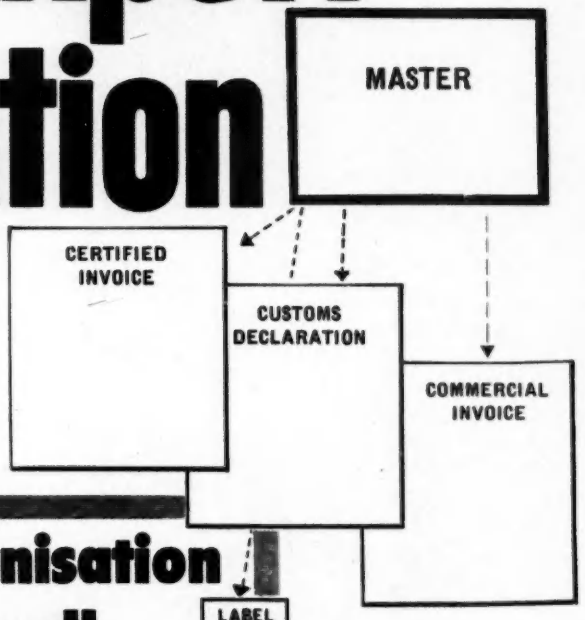

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